HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 January 1
No. 1 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

1916

WE wish that the coming year may bring Prosperity to all our friends, and true success to the cause for which we are all working and fighting.

JOHN LYSAGHT, Limited

A. C. Leslie & Co., Limited
Managers, Canadian Branch
MONTREAL

SW

It is our sincerest wish that the New Year bring you an overflowing measure of Health, Wealth and Happiness.

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT

NEW YORK CHICAGO

"P.&W. Co."

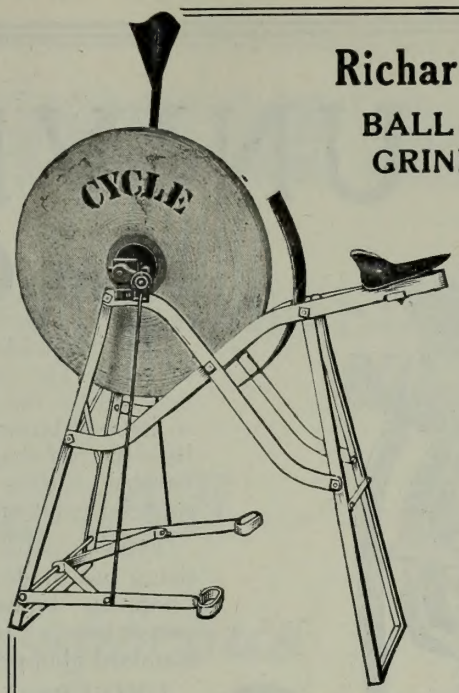
SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

your jobber can not supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.



Richards-Wilcox
BALL-BEARING GRINDSTONES

are without an equal for
STRENGTH,
EASY-RUNNING
and
DURABILITY

Genuine Berea Grit

THE LINE

No. 300—"Cycle." No. 025—"King."
No. 400—"Victor." No. 320—"Family."
All Ball-Bearing and Guaranteed.

PUT A COUPLE OUT IN FRONT AND LET THEM SELL THEMSELVES.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

THE PLANT BEHIND OUR PRODUCTS

Since 1835 John Chatillon & Sons have been making Scales. These scales have acquired a wide reputation because of their superiority of workmanship and construction.

The Universal Sale of CHATILLON SCALES

is constantly increasing. Our products stay sold. They have a number of imitators, but no superiors. All our scales are warranted to be accurate and perfect in workmanship. Our policy is quality products and fair prices.

Our complete line of BUTCHERS' CUTLERY

knives, cleavers, steels and cutlery for hotel, restaurant and kitchen use, has acquired a reputation for excellence. The users of our line of cutlery are universally satisfied.

For twenty-five years our skilled workmen have been producing this cutlery. The steel is especially adapted for the purpose—tempered by our own process. The high standard of quality that has made John Chatillon & Sons' products world-famous is maintained throughout this line.

Interesting illustrated catalogue upon request.

JOHN CHATILLON & SONS
85 Cliff St. - New York City

Quality is absolutely guaranteed.

When writing advertisers please mention Hardware and Metal.

UNIVERSAL

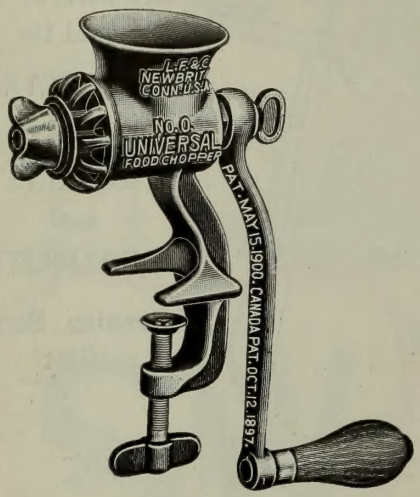
Food Choppers

Are profitable to handle and easy to sell. The constantly increasing demand for the UNIVERSAL is due to its well-known points of superiority—its self-sharpening, self-cutting beveled cutters — its strength and superior construction.

Fifteen years of consistent advertising has made UNIVERSAL Food Choppers known to housekeepers everywhere. It has become the standard chopper.

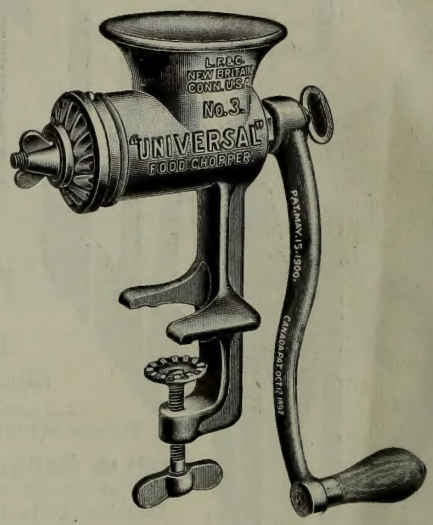
UNIVERSAL Food Choppers are made in four sizes, which allows a choice accommodating any style of housework, from the small family kitchen to the large hotel.

Each chopper is of the highest quality material and is heavily tinned, giving it a bright, clean appearance, which appeals to any purchaser.



No. 0

Smaller than, but capacity equal to, any imitations of No. 1. Tinned. All Parts Interchangeable Coarse, medium and fine cutters. Capacity, 1½ lbs. per minute. Height over all, 8 in. Diameter of Hopper, 2⅝ x 2¾ in. Diameter of Barrel, 1¾ in.



No. 3

Especially adapted for hotel and market use. Tinned. All Parts Interchangeable. Four cutters, very coarse to very fine. Capacity, 3 lbs. per minute. Height over all, 11 in. Diameter of Hopper, 4 x 4⅞ in. Diameter of Barrel, 2½ in. (Stuffing attachment will fit this chopper.)

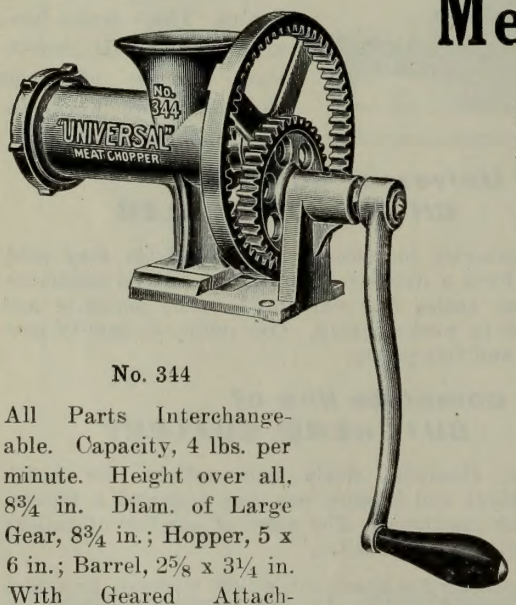
UNIVERSAL

Meat Choppers

Like UNIVERSAL Food Choppers the quality of the castings, knives and plates as well as the machinery and trimming is the best.

Each chopper is made with thumb screw or clamp, making it easily removable from bench or block. The cranks are larger than in other makes, giving greater leverage and requiring less work.

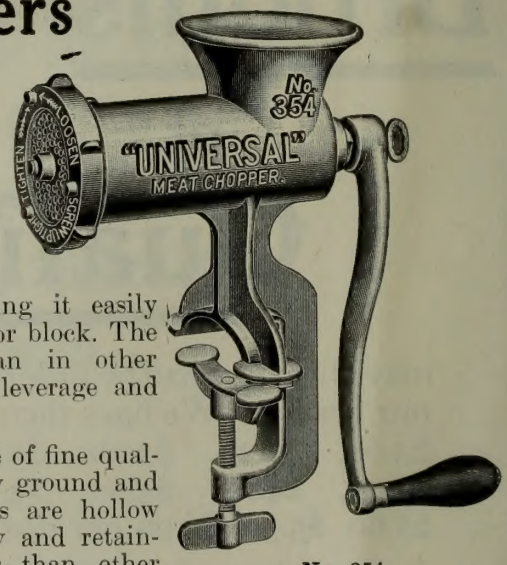
Knives and plates are of fine quality cast steel, uniformly ground and machined. The knives are hollow ground, cutting cleanly and retaining their edge longer than other makes.



No. 344

All Parts Interchangeable. Capacity, 4 lbs. per minute. Height over all, 8¾ in. Diam. of Large Gear, 8¾ in.; Hopper, 5 x 6 in.; Barrel, 2⅝ x 3¼ in. With Geared Attachment.

We strongly recommend the geared patterns as being the most easily operated Meat Choppers on the market.



No. 354

Largest of the clamp Meat Choppers. All Parts Interchangeable. Capacity, 4 lbs. per minute. Height over all, 15½ in. Diameter of Hopper, 5 x 6 in.; Barrel, 2⅝ x 3¼ in.

For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK

New Britain, Conn.

Canadian Representatives:
A. Macfarlane & Co., Montreal

LEWIS BROS., LIMITED

Wishing You All
A Prosperous
New Year

Your Prosperity as well as our own depends to a great extent on the buyer.

OUR OPINION IS

That Merchants with a little spare money will do well to place their orders early and take deliveries at once.

The comparatively high prices in force to-day will look very cheap two or three months from now.

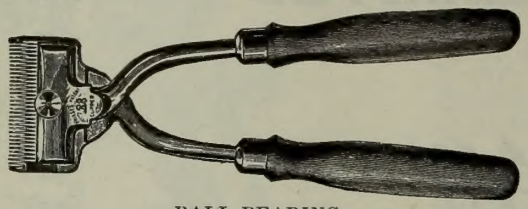
LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

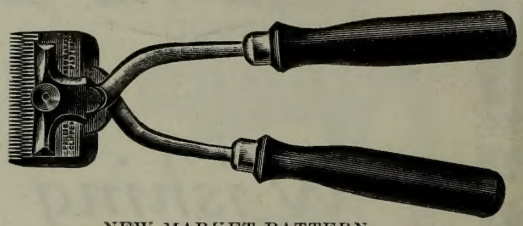
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

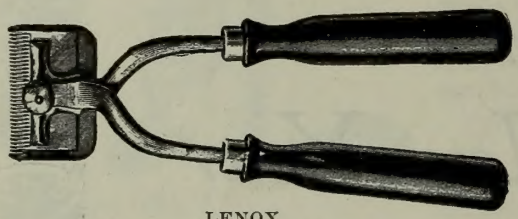
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

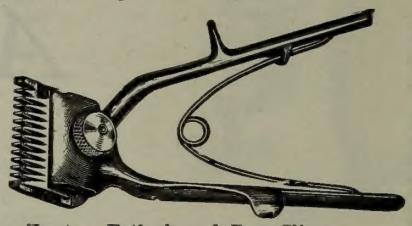


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

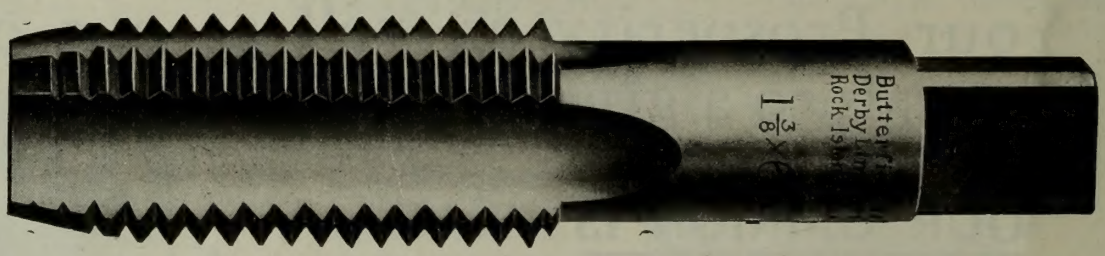
If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City



BUTTERFIELD

TAPS, DIES and REAMERS

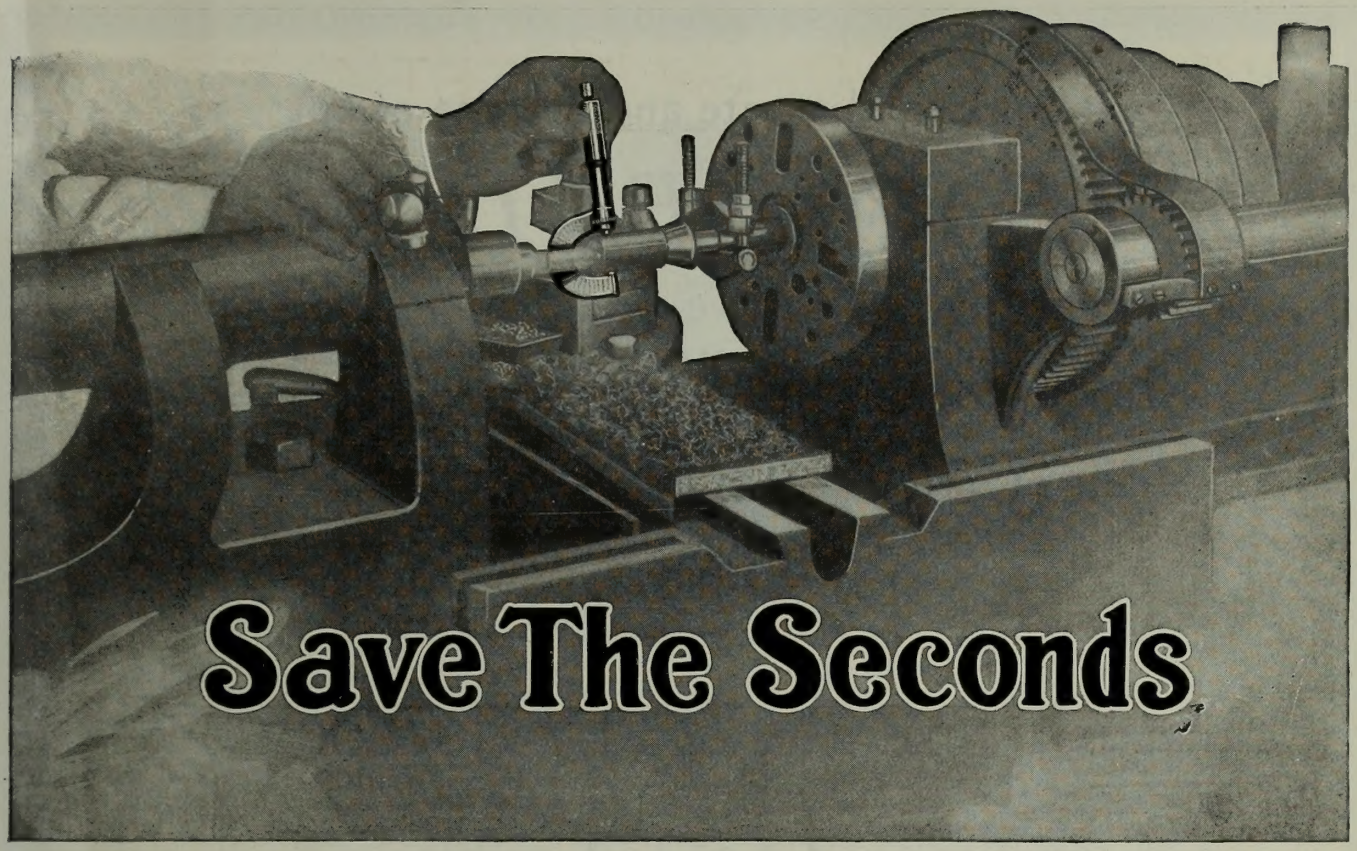
are makers of friends, steady customers and liberal profit

They are tools that don't fall down. They are tools that quickly dispose of tough-cutting propositions. They are tools that last.

JUST TRY THEM AND SEE

Butterfield & Co., Inc.

Rock Island, Que.



WHETHER your customers are machinists, foremen, superintendents, engineers or manufacturers, their success depends largely on seconds saved.

Starrett Tools

and Instruments of Precision

are designed to save time. For example, the Starrett Quick Adjusting Micrometer can be instantly opened or closed to any point ready for the fine adjustment.

Other Starrett Tools are vernier calipers, combination squares, steel tapes and rules, dividers, hack saws, wrench sets, screwdrivers, expansion pliers.

We deal direct with Hardware Stores

Send for Free Catalog No. 20-MA—prices and terms

THE L. S. STARRETT CO., ATHOL, MASS.

"The World's Greatest Tool Makers"

New York London Chicago

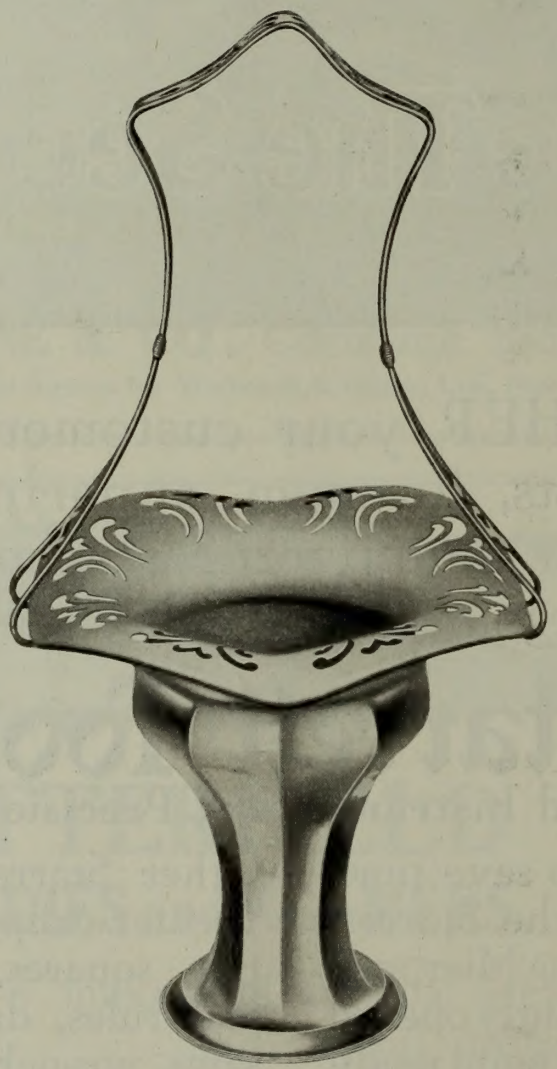
When writing advertisers please mention Hardware and Metal.

Below we illustrate another one of our

NEW DESIGNS

a number of which we have recently added to our line of manufacture.

See what we have to offer before placing your orders elsewhere.

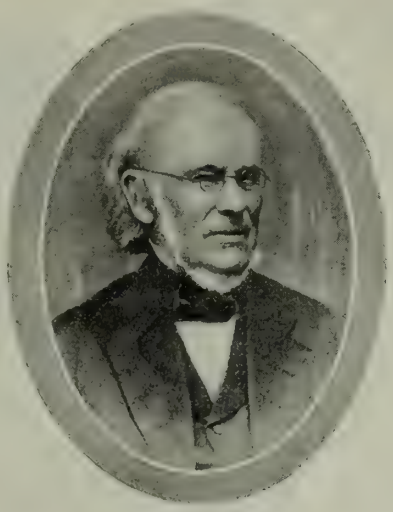


CANADIAN WM. A. ROGERS LIMITED

Silversmiths and Manufacturers of Electro Silver Plate

Factories and Salesrooms, WEST KING STREET, TORONTO

Branch Salesrooms, Hammond Building, Albert Street. Winnipeg, Man.



Bourne Spooner, Founder

The Story of Plymouth Rope

Ninety-one years ago this spring the first Plymouth Rope was turned out, on the site where now stands the world's largest cordage factory, and by the company whose success has built that factory and kept it steadily busy making the same high grade of rope.

The story of this substantial business growth, in which Plymouth Rope has come to be recognized as the world's standard of quality, is an interesting narrative. And the story of the rope itself is still more interesting.

The series of advertisements, of which this is the first, will describe the things which make Plymouth the standard, will illustrate how that standard works out in actual practice, and will show what it means to you as a merchant.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, ONT.

INDEPENDENT CORDAGE COMPANY, LIMITED, TORONTO
CANADIAN SALES AGENTS

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

Do All "Safety Devices" Really Safeguard?

The mere mention of the word "safety" ofttimes gives the impression of absolute infallibility. But, does *safety* always mean just that?

As you know, a pistol is cocked when the *hammer* is held back by the *sear*. To fire a pistol, the sear must be moved to release the hammer and allow it to fall. In some pistols this may be unintentionally caused by a jar.

Unless the "safety" positively blocks the sear, it is not a real "safety," but a dangerous substitute.

Cal. .32 and .380

A COLT is POSITIVELY SAFE in the fullest sense of the word. It means that the COLT GRIP SAFETY blocks the sear and locks the trigger, thus positively preventing the hammer from falling unless this grip safety is pressed in and the trigger pulled.

The Colt, therefore, is *positively locked against* accidental discharge.

Sell Colt's and Safeguard Your Customers!

Send for a supply of folders more fully explaining this important point.

COLT'S PATENT FIRE ARMS MFG. CO., HARTFORD, CONN., U.S.A.
or A. MACFARLANE & CO., Coristine Building, MONTREAL

"You Can't Forget to Make a COLT Safe."

THE STEEL COMPANY OF CANADA LIMITED

We Extend to Our Customers and Friends the Compliments of the Season

Our sales for the year just closing have been the largest in history.

We appreciate the confidence and support which jobbers, manufacturers and others have manifested in us by the increased business they have placed with us. We trust the prosperity which we have enjoyed has been yours as well.

The outlook for the coming year is very bright and with our increasing facilities we shall continue to maintain THE HIGH QUALITY OF OUR GOODS and render you our BEST SERVICE.

Head Office: HAMILTON

Sales Offices:

VANCOUVER WINNIPEG TORONTO MONTREAL
ST. JOHN, N.B. HALIFAX

FACTORIES:

Hamilton, 3 Montreal, 3 Toronto Brantford London Belleville Gananoque

ROASTERS FOR THE ROASTING SEASON

OVAL SIZE, 11½ x 18¼ x 8.

CROWN ROASTER.

Davidson's

"Sterling" seamless self-basting roast pan is made in Colonial Enameled Ware and Blue Sheet Steel.

Selling Features.

Self-Basting.

More efficient than any other style roast pan.

Being seamless it is perfectly sanitary.

Saves time and labor.

Saves fuel.

It is a necessary article in every home.

It is a Sterling.

The Crown Roaster, seamless, round, size 13¾ x 8 in., is also made in Colonial Enameled Ware and Blue Sheet Steel and is made in the oval pattern, same size as Sterling in steel only

Write us for prices

The Thos. Davidson Manufacturing Company, Limited

TORONTO MONTREAL WINNIPEG

Celebrated I·XL Cutlery

QUALITY ***FINISH***

Make your selection of Christmas stock now. Carvers, Electro-Plated Goods, Table Cutlery and Pocket Cutlery.

Every article fully guaranteed. Made and examined by the most skilled workmen in Sheffield.

COMPLETE ASSORTMENT STOCKED BY ALL LEADING JOBBERS

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MACFARLANE & COMPANY, LIMITED, Canadian Representatives, MONTREAL

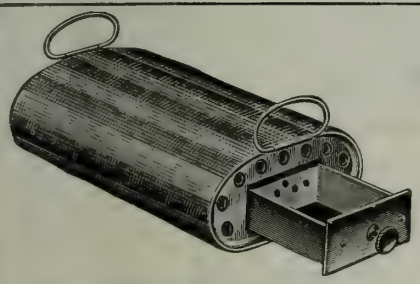
CLARK HEATERS
COST NO MORE

than the cheap, ***cast end*** makeshifts sometimes offered to dealers who have not had an opportunity to examine and know the Clark heaters.

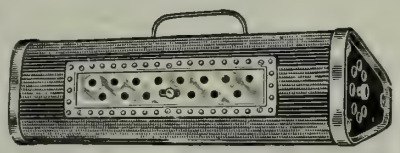
The cheaply constructed cast end heater is liable to break at any time if it is brought in forcible contact with any hard object.

There are no castings of any kind in a Clark heater.

A Clark heater will not bend or break. Each one is guaranteed to please or money refunded.



No. 5B Clark Heater



No. 7D, showing side and end ventilators.

No. 7D Clark Heater

No. 7X Clark Heater

This is a profitable winter line to handle. Clark heaters are the most extensively advertised to your customers of all heaters.

All the leading jobbers of Canada carry Clark heaters. Insist on them, for they cost no more and please better.

CLARK CARBON

is the recognized king of heater fuels. Every brick is guaranteed to give 25 per cent more heat than any other prepared fuel on the market.

Our ABC Coal is guaranteed to equal any coal on the market, outside of our Clark Carbon

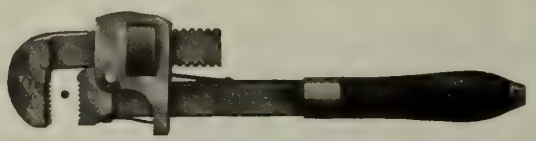
Get this fuel, which has a reputation, and lives up to it. It means satisfaction to you and your customers.

Chicago Flexible Shaft Co., 250 Ontario Street, Chicago

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips. Length open 6 to 14 inches.

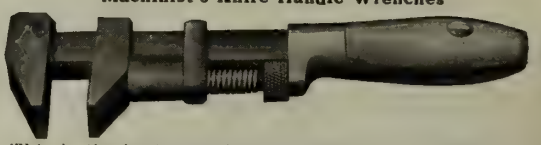
"W & B" STEEL Handle Grips. Length open 18 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

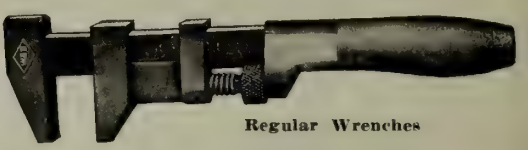
"Railroad Special" Wrenches

This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Machinist's Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 61 YEARS ONTARIO

Jenkins Bros.' Extra Heavy Globe Valves

Fig. 162

Made to give the longest possible, satisfactory service under high pressure.

The design is very heavy, strength and rigidity being maintained throughout.

The bodies are carefully moulded with well-rounded curves to avoid shrinkage stress. Regularly made in brass, cast iron and steel.

All are provided with renewable seat rings and discs.

The valves are made in Globe, Angle, Cross, Check and Y or Blow-Off patterns, either screwed or flanged.

Guaranteed for the following steam pressures—Brass 300 lbs.; cast iron 250 lbs.; cast steel 350 lbs.

Brass valves are made ¼" to 3", larger sizes from iron body patterns. Cast Iron and Cast Steel Body valves are made from 2" to 12" inclusive.

Insist on the Diamond Trade-Mark which is cast in the body of every genuine Jenkins Bros.' Valve. Write for the new Jenkins Bros. Catalog No. 8 now.

TRADE JENKINS MARK

Jenkins Bros.

JENKINS BROS., Limited

103 St. Remi St. MONTREAL

"Metallic" Building Materials

NOW FOR

"METALLIC" CEILINGS

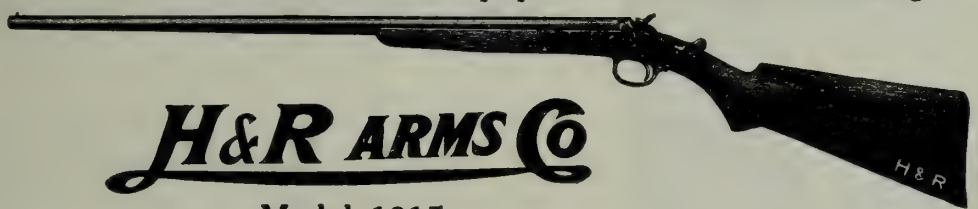
There is big money in metal ceiling work if you use the right material. "METALLIC" CEILINGS always LAY right because they are MADE right. No gaping joints or "skew" lines. They make a quick, good, satisfactory-to-everybody job. Patterns are snappy and up-to-date. Get our catalogue and price-list.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

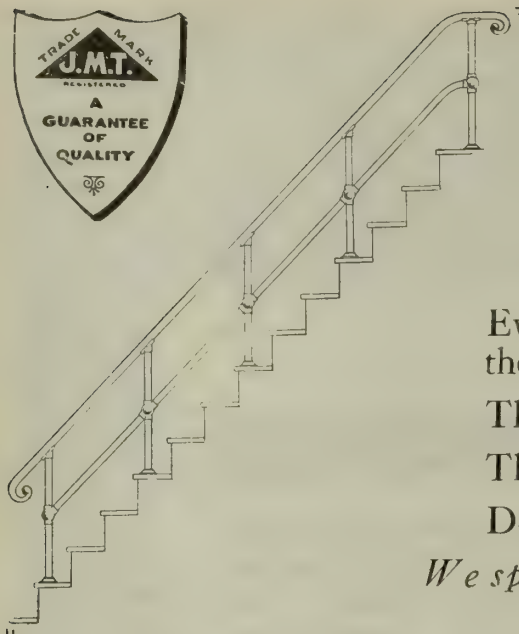
Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



Brass Railings

Are a Protection and Finish for Any Building

Every modern office, church and theatre is having them installed.

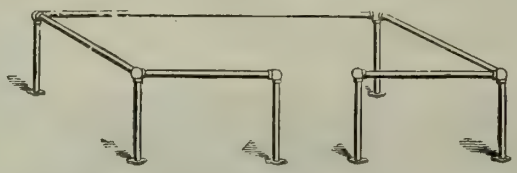
They are attractive and sanitary.

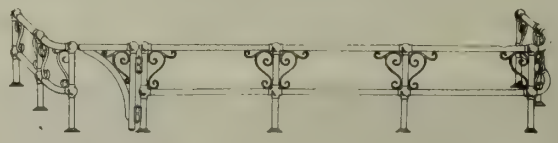
There is an opening for this line in your district.

Doubtless you have had inquiries already.

We specialize in rails. Take advantage of our experience.

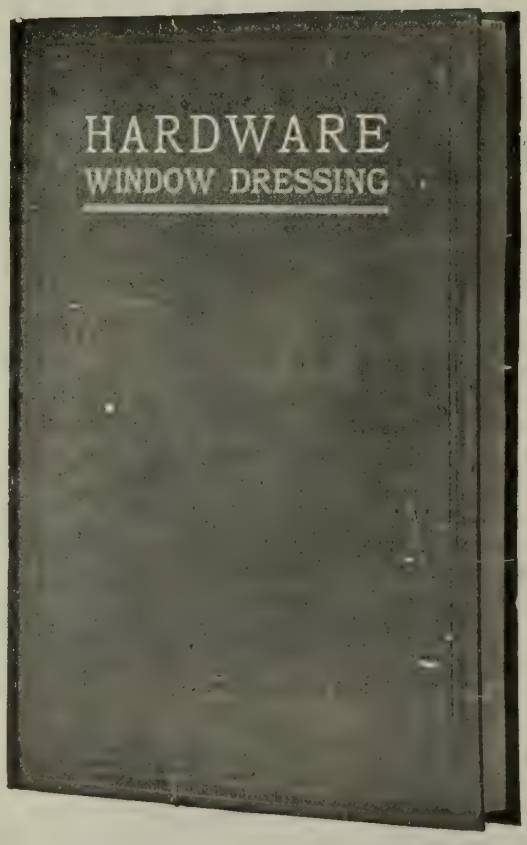
Prices and Sketches upon Receipt of Specifications





The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, Toronto



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

Make Your New Year More Prosperous

— BY —

Selling Preston Metal Building Goods

Preston Safe Lock Shingles are already well known to your roofing customers, and by explaining to them personally, the lock-all-around construction, you can readily secure their orders and make a very handsome profit.

Preston Steel Ceilings and Sidewalls should be used in every new or reconstructed building in your town. They make a beautiful and everlasting finish, and are specially suited for churches, schools, theatres, stores and other public buildings. Every time you sell a Preston Ceiling you make three profits: (1) on the material; (2) on the erection; (3) on the paint that is used to decorate it.

Preston Eavetroughing and Conductor Pipe will please your tinners, because it is so easy to put up. Being made on steel dies, the fit is perfect and only a small amount of solder is required. If you are not already booked for Preston Trough and Pipe, let us quote you our contract prices now.

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Preston Plasterer's Corner Bead is what every houseowner wants, because it permanently protects the plastered corners throughout the house. Get our prices on this line.

Preston Wall Ties and Wall Plugs should be used on every brick or stone building. You can easily show contractors how they can save money and make a better job by using these goods. This line opens up a new and profitable field for you.

Preston Steel Sidings are good sellers in these days when repair work is so much in evidence.

We carry big stocks at all times and can ship promptly either by G.T.R. or C.P.R. Try us on your next order for metal building goods and find out what satisfactory service means.

The Metal Shingle & Siding Company, Limited

PRESTON **MONTREAL**

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

Awarded

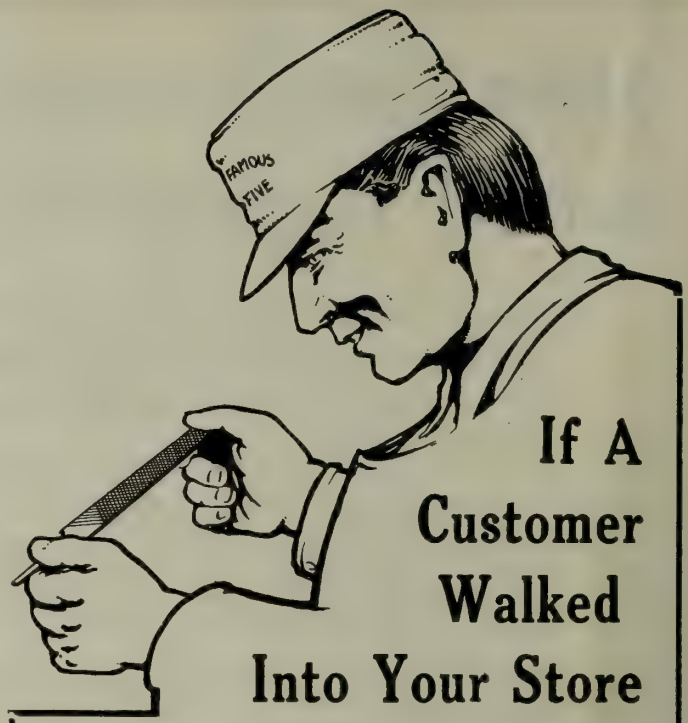
TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded

Send for Catalog No. 150



If A Customer Walked Into Your Store

and asked for a file, what would you give him?

Any one of the following five will ensure his future custom:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

They are Canada's favorites—controlling 90 per cent. of the demand.

Millions are used yearly, and the demand is increasing. Due, in a large measure to our educative advertising campaign—teaching your customers the economy of discarding a file when it has reached its "inefficient" point.

Remind your customers that after a certain point in the life of a file, time is wasted in its use, and the work suffers.

We're helping you. It only remains for you to stock the files with the big demand.

Nicholson File Company

Port Hope **Ontario**

(JOBBERS EVERYWHERE)

Important Notice to Engineers, Architects, and Contractors in the Dominion of Canada:

Dating January 1st, 1916, the well known Toch Brothers' R.I.W. (REMEMBER IT'S WATERPROOF) Products, which have been made heretofore at Oakville, Ontario, will be manufactured in connection with the International Varnish Company's factory in Toronto.

The increased facilities will enable us to put out a more extensive line of our specialties throughout the Dominion, and increased distributing facilities will be arranged for.

R.I.W. (REMEMBER IT'S WATERPROOF) DAMP RESISTING PAINT CO.

TOCH BROTHERS
OAKVILLE, ONT., CANADA

INTERNATIONAL VARNISH CO.
TORONTO, ONT., CANADA

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company

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EASTERN REPRESENTATIVE
H. E. O. Bull, 184 Mance St.
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Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

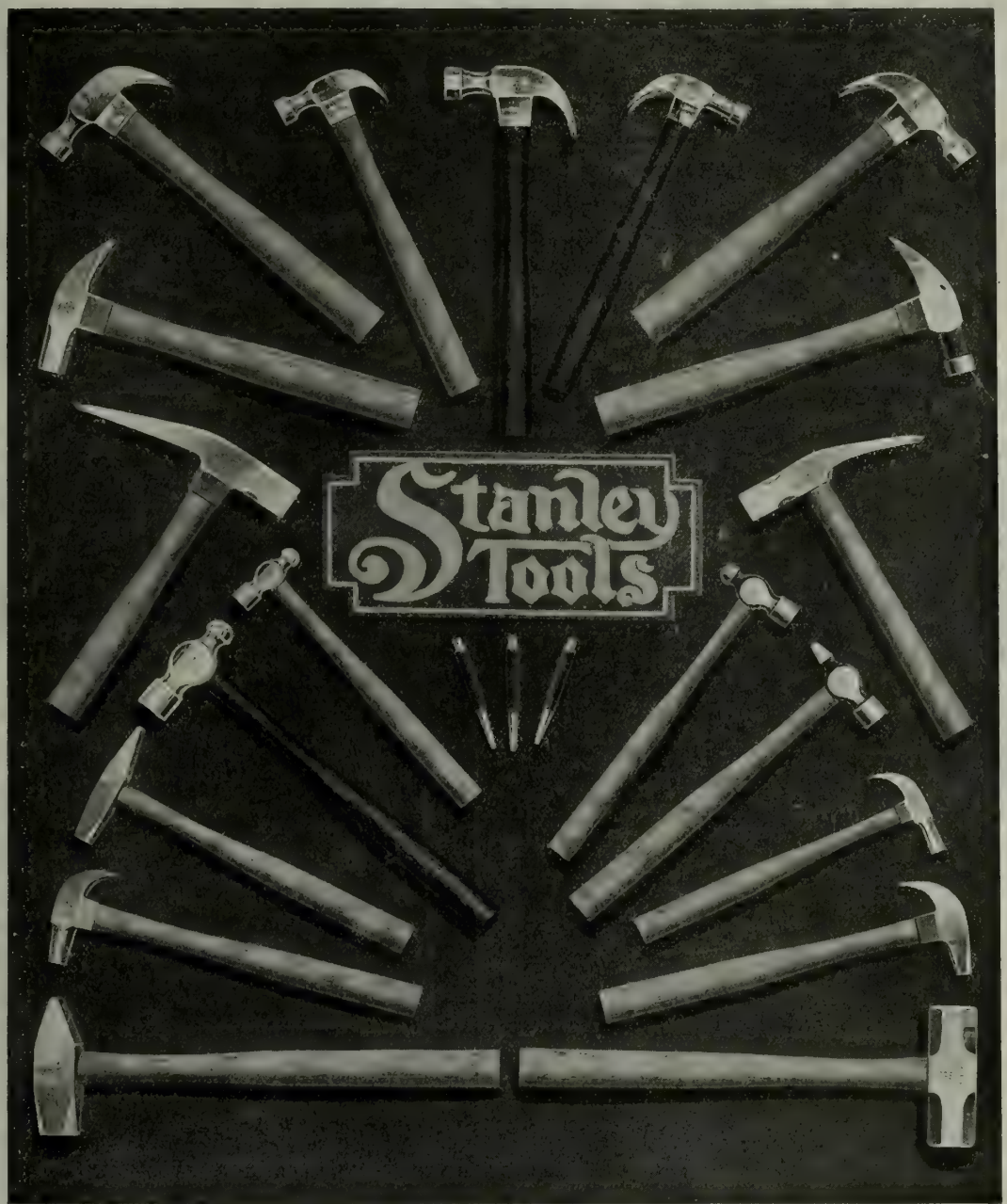
The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA



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The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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Manufacturers of Lumber Tools

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MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Using the Handtrap For Field Practice

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Puts Idle Guns Into Action

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THE HANDTRAP IS A YEAR-ROUND IMPLEMENT

Canadian Trade Supplied by **The Dominion Cartridge Company, Montreal.**

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BELT PERFECTION

Stitched Cotton Duck Belting Makes Business

Trade comes with confidence. Why? Because "Maple Leaf" costs much less than leather, rubber or Balata belting; is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

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Limited

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Did You Ever Buy Fireplace Goods From US?

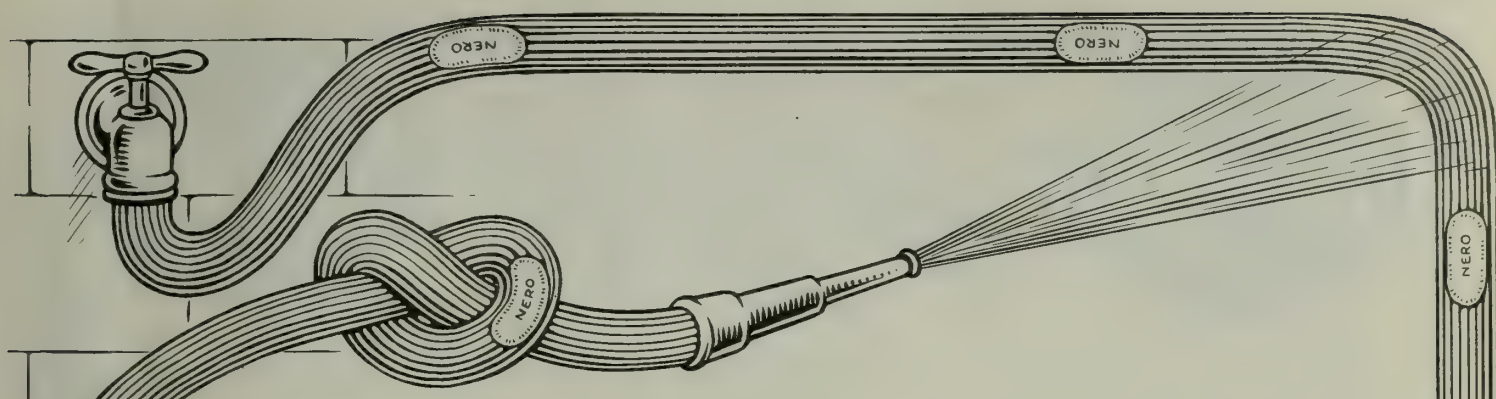
This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



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The consistent manner in which Goodyear products have been advertised to the public, coupled with the high standard of quality maintained in the goods themselves, has resulted in the public having confidence in any article bearing the name

GOODYEAR
MADE IN CANADA

It goes without saying that ceaseless vigilance is exercised to prevent that confidence being abused.

A display of "GOODYEAR" GARDEN HOSE next Spring will make your hose sales come faster and easier.

THE GOODYEAR TIRE & RUBBER CO. OF CANADA
LIMITED

Head Office: Toronto, Ont. **Factory: Bowmanville, Ont.**

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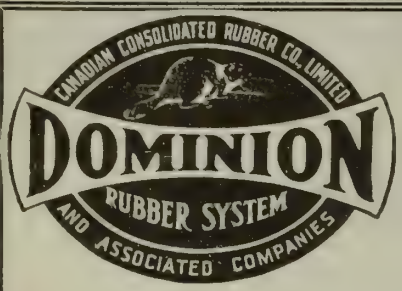

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

A SUGGESTION

For 1916

Why not handle automobile tires and tire accessories?

They don't take up much space and they pay a liberal margin of profit?

Write our nearest branch for prices and particulars.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 1, 1916 No. 1

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GEO. D. DAVIS, Editor.
J. W. TYSON, Associate Editor.
C. W. BYERS, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

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Big 1916 Business Assured

The biggest selling line you can handle for 1916 is the O-Cedar line. The demand during 1915 was immense, but will be tremendously increased this year.

THE **O-Cedar Polish** (MADE IN CANADA) **Mop** AND **O-Cedar Polish** (MADE IN CANADA)

have been advertised for years from coast to coast. Our 1916 advertising campaign will be bigger and better than ever—dailies, weeklies, monthlies and quarterlies. Every woman in Canada will read our ads. and will ask for O-Cedar. They know how it will lighten their housework. Have a big stock always on hand and be ready to supply this demand.

Order From Your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED
369 Sorauren Ave., Toronto

Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized. This means uniform wear.

John Lysaght, Limited — Makers — Bristol, Newport and Montreal

A. C. Leslie & Co., Limited — MONTREAL — Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on Your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

Hardware and Metal

Established 1888. TORONTO, JANUARY 1, 1916 Vol. 28. No 1

Business Outlook: *By Manufacturers*

Expressions of Opinion on Business Conditions in Canada During the Past Year and the Outlook for the Year 1916—By Well-Known Canadian Manufacturers

IN accordance with past custom, Hardware and Metal is presenting to its readers in this issue, the views of a number of hardware manufacturers regarding business conditions during the year which has just closed, and the outlook for business during the New Year.

Owing to the many unprecedented conditions which developed during 1915, as a result of the war, there has been considerable speculation as to what the effect would be on Canadian industries. It is generally known that there has been a steady improvement in business during the past few months. There is a feeling in the wholesale and retail trade that the outlook for 1916 is exceedingly bright. The views of the manufacturers will prove interesting to all branches of the trade, at the present time.

During the past week many letters have been received by Hardware and Metal from Canadian manufacturers. The writers are representative of all branches of the trade. Extracts from a number of the letters are here appended:

The Sherwin-Williams Co. of Canada, Ltd., Montreal, Que.

"Like all manufacturers in Canada, aside from those that were working on munition orders, we did not find the year just closing to quite equal former years' volume of business. When we take into consideration the many difficulties that Canada had to surmount during 1915, we cannot say that we were disappointed with our net results, which we consider most satisfactory, under the circumstances.

We certainly feel very optimistic about 1916. There is no disguising the fact that there is a feeling of optimism prevailing from one end of the country to the other, to an extent that did not exist this time last year. Canada was blessed with good crops throughout the entire country this year, and especially in the three Prairie Provinces, where the crop was the best in the history of the country. This condition, together with the millions that are being spent in Canada for the manufacture of munitions, is, in our opinion, going to make the coming year a very good one indeed.

We are pleased to inform you for the first four months of our new fiscal year we show very handsome gains, compared with last year, and this is not only true as far as our Canadian business is concerned, but also as regards our London House. Their trade, both for home consumption and export, very much exceeds last year's business.

In conclusion we can only say that unless something unforeseen occurs, Canada, at the close of 1916, will be able to show a very substantial gain in trade and commerce over 1915."

Thanking you for the Compliments of the Season which we most heartily reciprocate, we remain,

THE SHERWIN-WILLIAMS CO. of Canada, Ltd.,
C. C. Ballantyne,
Vice-President, Managing Director.

* * *

The R. McDougall Co., Ltd., Galt, Ont.

"Regarding business of 1915, we are pleased to say that there was an increase over 1913 and 1914. We would not like to give an opinion for business for 1916, owing to the War, as 1916 business will depend greatly upon when the War will close. At the present time the outlook is favorable. We believe that the great quantity of grain that is moving in the West, cannot help but be a great advantage to Ontario manufacturers." We are,

Yours very truly,
THE R. McDOUGALL CO., LIMITED.

* * *

Channell Chemical Co., Ltd., Toronto, Ont.

"Answering yours of the 23rd instant, regarding our business views for the year just closing and our prospects for the year 1916.

The year closing has certainly been a very successful one for O-Cedar. The last few months greatly increasing, until at the present time, we are away ahead of any month in which we have done business previously in Canada. And looking on the prospects that we have in view for future business, we feel that it is going to be the largest we have ever experienced here.

There is no Pessimism anywhere about this building, and our Optimism for the success of O-Cedar is only balanced by the Optimism we have for the success of the Allies."

Yours sincerely,
CHANNELL CHEMICAL CO., LIMITED
A. T. Channell, President.

* * *

The Thos. Davidson Mfg. Co., Ltd., Montreal

"Yours of the 23rd to hand, and answer to your request for an expression of opinion regarding the business of the year just drawing to a close: we would say, it has been quite an improvement over 1914. The improvement from Winnipeg west has not been so marked as in the older parts of the country, but for about two months this part of Canada has also shown a considerable improvement. The trade for 1916 is somewhat problematic. We do not

see that there will be a very great increase in the North-West until immigration starts again, nevertheless we believe that business will be on a sounder basis owing to the very fine crops this year."

Yours truly,

THE THOS. DAVIDSON Mfg. Co., Limited.

J. Davidson, President.

* * *

Meakins & Sons, Ltd., Hamilton, Ont.

"Your letter of December 23rd received, asking us for an expression of opinion regarding business in the year 1915, and what we expect for 1916.

The year 1915 has been a good year as far as our firm is concerned in the brush business. In the fall of 1914, resulting from the war, the price of bristles advanced about 40 per cent. average, and our prices made up for 1915, had to be governed by this advance. This advance has been maintained all through the year 1915. The price of bristles, after advancing so heavily in the fall of 1914, stayed practically stationary in price during 1915. We expected, on account of the heavy advance, that the brush business would be restricted, but shortly after the start of 1915 the British, French and Canadian governments began placing large contracts for brushes for the troops. We had, in consequence, to greatly increase our output in certain departments, which departments could produce shoe brushes, cloth brushes, hair brushes and shaving brushes, as well as other brushes of this nature for the use of the troops. In consequence the output of all the brush factories in Canada must have increased during 1915. Our own output increased very largely.

The business of the paint brush department also improved as each month of 1915 went by.

The Export Business also improved largely. This was not for goods of a military character, and we hope that some of this export business will stay permanently in Canada.

Taken as a whole the year 1915 has been a very successful one.

Regarding the outlook for 1916, we think prices of all brushes will again advance during 1916, unless the war comes to a sudden satisfactory solution.

Bristles come principally from two countries, Russia and China. Bristles were dressed in Russia principally in Poland and in the portion of Russia now occupied by the Germans. During 1915 bristles came out of Russia spasmodically in quite large quantities, but not anything like, in the aggregate, the usual shipments, but as the painting brush industry was poor all over the world, prices did not advance, but the quantities of bristles that will be shipped from Russia during 1916 will be, in our opinion, very small, while it looks as though the paint brush trade of the world is going to increase. In consequence we are looking for a serious shortage within the next few months.

The low exchange of Russian currency has been one great factor in keeping down prices.

Chinese bristles have been advancing slowly on account of the higher price ruling for silver, they having advanced during December, 5 per cent. in this regard. The shortage of shipping is also going to be a very serious matter in the Chinese bristles. It is impossible at the present time to get a delivered price from China on these goods. Formerly they were quoted cost, insurance and freight paid delivered at New York. To-day they will only quote delivered at Chinese port, and the bristle merchant cannot very well quote on his goods until they are delivered in American, nor can the brush maker, buying direct from China, tell what his goods are going to cost him, and as freight rates are at present five times their normal rate, and still advancing rapidly, we are looking for a considerable advance in black or Chinese bristles during the coming spring, especially if the price of silver continues to advance.

Regarding the outlook for trade we think it will be exceptionally good in Canda during 1916, while we can see no reason why the export business in brushes should not increase.

Collections throughout 1915 have been good, and we think during 1916 we will collect in many accounts, especially in the Prairie Provinces, that have been outstanding from former recent years.

We can see no reason, for our part, for not looking forward to 1916 with a great deal of confidence." We remain

Yours truly,

MEAKINS & SONS, LTD.,

W. G. Meakins,

* * *

J. H. Still Manufacturing Co., St. Thomas, Ont

"Your favor of the 23rd inst. to hand, and in reply, business with us during the past year was considerably better than in 1914, and we have been able to keep our factory running full time throughout the year.

"With reference to the business outlook for 1916; we believe, on account of the big crops this year and the amount of money which is coming into Canada through the manufacturing of munitions, that Canada is going to have a very prosperous year. In fact, we believe it will be one of the biggest in the history of Canada. On account of the big crops in the West and the price which the farmer is receiving for his crops, it is putting the farmer in the West in a position to pay off his debts. This is going to bring the business in the West back to its normal condition and we believe that you will see a big boom out there this year. At the rate which we are now booking orders for future delivery, we expect to have one of the biggest years in the history of our business. We are,

Yours truly,

J. H. STILL MANUFACTURING CO.,

J. H. Still."

* * *

The Barton-Netting Co., Ltd., Windsor, Ont.

"Yours of the 23rd received, requesting our usual expression concerning business as the year draws to a close. We regret to inform you that the first part of the year did not come up to what we wished that it might, but the latter half shows a steady improvement, each month surpassing that of the corresponding one of last year, and the only reason that we can attribute to the lax in the first months of the year, is the hesitance or fear of the investor.

"They seem to have the wrong idea of commercial affairs, for as soon as prices advance, they seem to hold up and many of them stop business entirely. The builder says he will wait until prices go down. This is all wrong from any standpoint from which you may view it. No good business man will buy on a declining market, as it shows a declining demand, and when commodities are low, those who would buy or build have no money to buy or build with now.

"Now we still maintain that there are just as many people in our good Dominion as there ever was. They must all live just the same as in previous years. Our farmers were never in better conditions than at the present time, and if each one of us throughout this glorious country would make the same grand extra effort to contribute to the welfare of business in general as has been demonstrated in the cause of the Patriotic Fund, the prosperity of the problem would be solved.

"It is the honest duty of every good Canadian citizen to contribute to this fund, not only by circulating his

money, be it little or great, but to also contribute optimistic ideas in nothing but large quantities and to by no means tolerate or listen to any of an opposite nature.

"Touching for a brief moment on business in our city during the holiday season, the writer is highly gratified in stating that it has far surpassed any previous season, especially the sale of luxuries, such as musical instruments, jewelry, etc., which has jumped to an enormous increase of from 300 to 500%. With the above statement does it not look as if 1916 would be a record-breaker if we all loosen up and get busy?

Yours very truly,
THE BARTON-NETTING CO., LIMITED,
L. B. West, Treas. and Manager."

* * *

A. C. Leslie & Co , Ltd., Montreal, Que.

"The metal business on the whole during the past year has been exceedingly active, owing to the demands for war equipment, and also unusual demand from European Countries for materials which they required to draw from this Continent on account of the German and Belgian supplies being cut off, and mills in Britain and France being unable to produce very much for commercial purposes, owing to their shortage of labor, and the demands of the respective Governments. Prices of the metals, notably of spelter, antimony and aluminum, rose rapidly and at times price of spelter became unduly inflated, but even after the natural reactions all these metals stand at greatly increased prices, and in most cases are difficult to obtain promptly. Iron and steel responded more slowly, but during the latter part of the year advanced rapidly under exceptionally heavy demand, and all grades, especially those used directly or indirectly for munitions, are becoming very scarce. The usual channels of trade have been very largely altered, as the scarcity of labor and high cost of raw materials in Britain has made it impossible to supply Canada with most of the materials usually exported here and buyers have been obliged for the time being to turn to the American market. While the slackness in building and the high cost of metals has largely checked the demand for sheet metals, what has been lost in this way has been more than offset by the exceptional demand for everything entering into munitions, and the constant advance in prices has naturally profited those holding stocks.

"The outlook for 1916, so far as can be judged, is for continued activity in these lines and probably increasing scarcity of supplies. Buyers will be wise to secure materials well in advance, even at the present high level of prices.

A. C. LESLIE & CO., LIMITED.
W. S. Leslie,
President."

* * *

Richards-Wilcox Canadian Co., Ltd., London, Ont.

"In our opinion the outstanding feature of 1915 was the splendid response throughout Canada to the needs of the Empire. Canada stands to-day higher than ever before in the estimation of the world for her prompt and wholehearted rally to the duty of the hour and for her unexpected efficiency in getting results.

"So far as business is concerned, the present condition is good and the spring prospect better, which is particularly gratifying at this time, because Canada is thereby assured of the means to hold her end up throughout the remaining months of the war.

Yours very truly,
RICHARDS-WILCOX CANADIAN CO., LTD.,
Wm. R. Yendall,
Manager."

The Metallic Roofing Co. of Canada, Ltd.

"Replying to your favor of the 23rd inst., there has been a very heavy falling off in building operations in the various cities and towns throughout the Dominion, consequently less building material of all kinds has been used as compared with the previous year, which also showed a heavy falling off as compared with 1913.

"Unhealthy, speculative building has been practically stopped, which is a good thing for the community generally.

"So far as our particular line is concerned, the business done during the past year will compare favorably with that of 1914, mainly because we were not dependent upon city and town trade.

"In our opinion, there will be comparatively little building done in the cities and towns of the Dominion during the coming year, but in the country districts we are looking for a good trade, as the farmers are exceptionally prosperous, and not only require many new buildings, for which they are well able to pay, but there are also considerable repairs that will have to be made to old buildings.

"We manufacture a variety of specialties, for which there is a good demand, regardless entirely of building conditions.

"Owing to the high prices of raw material and the impossibility of advancing selling prices, and a more limited output, it is, we think, likely that manufacturers of roofing materials will have to be satisfied with very small profit during the coming year.

"In view of the prosperous condition of the farming community throughout the Dominion, business ought to show a substantial improvement in many lines.

Yours truly,
THE METALLIC ROOFING CO. OF CANADA, LTD.,
J. O. Thorn,
Managing Director."

* * *

The Consolidated Plate Glass Co., Toronto

"We have your letter of the 23rd regarding an expression of business conditions.

"The year 1915 has been one of quietness in the glass industry. Such a condition, however, had been anticipated. The glass jobbing trade reduced their stocks and conserved their resources to meet the diminished business. The depression was naturally severest in the provinces west of the Great Lakes, the cities there being already overbuilt prior to the commencement of the war. In the fall of 1915, the general improved condition of Canadian trade was reflected in the glass trade.

"The year 1916 should witness an increase in building construction. Canada, however, will continue to rely upon the United States for practically all of the glass required. The enormous increase in building in the latter country has brought a very sharp advance in prices and with the American factories already oversold, there will necessarily be high prices ruling in Canada in the coming year. With the returning prosperity to Canada and mortgage funds available at reasonable rates of interest, the trade anticipates with confidence a substantial increase in business for the new year.

Yours truly,
THE CONSOLIDATED PLATE GLASS CO.
of Canada, Limited,
Wm. R. Hobbs, President."

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 1, 1916 No. 1

EDITORIAL BRIEFS

A HAPPY and Prosperous New Year.

* * *

RESOLVE NOW to attend the Hardwaremen's Convention at Toronto next month.

* * *

ACCORDING to the views of manufacturers, trade conditions in Canada are in a normal and a healthy state.

* * *

ONE OF the chief essentials in stock-taking is accuracy. This applies to measuring, weighing and counting. This process should be done as carefully as though the goods were being prepared for a customer.

MANUFACTURERS ARE OPTIMISTIC

ELSEWHERE in this issue we have published a number of letters from Canadian hardware manufacturers. The letters express the thoughts of well-known business men regarding business conditions of the past year, and the outlook for the future. The consensus of opinion is that the future outlook is bright and that the improvement shown during the past few months should continue during the New Year.

There has been an encouraging improvement in all branches of the trade during the past few months. The bountiful crops throughout Canada, especially in the West, have stimulated business to a remarkable extent, and a feeling of optimism prevails throughout the Dominion from coast to coast. This condition, together with the millions of dollars being expended on war orders, and the fact that there is little or no unemployment in the country, creates a feeling of confidence that will not be easily shaken.

Business throughout Western Canada will be on a sounder basis this year. Farmers are better able to meet their obligations, and the speculators have vanished. Retailers stocks are admittedly low, and there should be a heavy buying movement during the spring. A great many retailers have already booked heavily on many lines for spring delivery. Anticipating a continued improvement in business, and higher prices on many lines, the retailers have been attempting to cover themselves as much as possible. There has been no evidence of overbuying however, and during 1916, as during the past year, a large number of lines will be bought often, and in small quantities.

During the year just closed a great many new lines were taken on by retail hardware firms. Auto accessories, sporting goods, and household goods, were added to the stocks of many retail hardware firms. Other retailers who had previously carried these lines, but had not pushed them extensively, put new life into the departments, and by pushing sales of these lines greatly offset losses which would otherwise have occurred as a result of the slackness in the building trades.

Travelers handling specialty or side lines state that it is much easier now to interest the trade in new fast selling specialties, than it has ever been in the past. Not that retailers are buying indiscriminately. They are in fact, paying more attention to their buying than they ever have in the past. They are watching for all new lines which are good sellers and carry a fair profit. The demand for some of the heavy staples has been light for some time, and many retailers have learned that there is big money in selling many of the lines which in former years were not pushed to any great extent.

METALS STILL ACTIVE

ACTIVITY in ingot metals continues. There is a good and improving demand for all metals, and stocks are light. All metals are showing considerable strength and copper has made some sensational advances.

Manufacturers who use larger quanities of copper have closely followed the situation from to time to time past.

High prices for copper mean high prices on a great many hardware lines. Whether or not the present high prices will be maintained is problematical. A report from the New York office of *The American Metal Market* states that the market is in a very nervous state.

Producers are in complete control of the situation, and evidently feel safe in rapidly advancing the market. At the rate at which they have done so in

the past few days, it is not surprising that some of the trade are wondering whether they will not overdo the advance, and that we will wake up and find some day that in the excitement of the big British purchases, and the buying that has followed from consumers on the fear of having to pay higher prices if they did not act promptly, the situation has been overdone. If this proves to be so in the future we all know what to expect, and the reaction will be very disturbing. Whether there is an actual scarcity of copper, no one outside the producers knows. Copper is known to be scarce abroad, but if a scarcity really exists in the United States, then the consumption has been so much greater than realized that it is quite impossible to understand it.

Of course it is to the interest of producers to report a scarcity, and if their stocks are not small it is to their interest to make them appear so, and their enormous profits makes their road a very easy one.

There is good demand for antimony and quotations are firm. Spelter is firm and scarce for early delivery. Lead is strong and the tendency continues in favor of higher prices. The tin market is firm with an upward tendency.

A NEW SERIES

ELSEWHERE in this issue appears the first lesson of a series on pen lettering. The lesson is the thirteenth of a series prepared especially for HARDWARE AND METAL by R. T. D. Edwards. Commencing with this issue an entirely new phase of showcard writing is dealt with. It is very important that all who are following the series should pay particular attention to the lesson in this issue. The Edwards course has been followed closely by hundreds of hardware clerks and window trimmers in all parts of Canada. All branches of the trade, especially the retail trade, realize to-day more than ever before, the value and importance of good show cards. Their use in window displays, or in connection with interior displays, adds greatly to the attractiveness of the displays, and in addition, has tremendous sales creative power.

The series on pen-lettering, including the lesson in this issue, and a number of others which will follow in succeeding issues, covers one of the most important branches of modern show card writing. It is not absolutely necessary that the beginner should know anything about brush lettering, which was treated in previous lessons, but a student who has mastered brush lettering, will have less trouble in mastering the details in connection with pen-letterin.

One of the most important features in connection with pen lettering, is that this style of lettering is used very extensively in making small show or price tickets, such as are used in many of the largest hardware and department stores.

WHY EXEMPT CIVIL SERVANTS?

THE following was clipped from the question and answer column of a Canadian newspaper:

"There is no garnisheeing of wages of employees of the Dominion Government railways, but the Minister of Railways will not tolerate the non-payment of debts by employes, and on any such complaint being made to him the employe is warned and informed that he must either pay up or resign. It sometimes happens, of course, that a bill may be disputed, and the department does not undertake to settle disputes, but where there is no dispute or where judgment has been given no employe of a Government railway is permitted to evade his obligations by reason of the fact that the Garnishee Act does not apply to Government employes."

While it is very encouraging to know that the Minister of Railways will not countenance employes in his department shirking their just debts, nevertheless, it is difficult to understand why Government civil servants cannot be held responsible for their debts the same as other human beings in Canada. This is a bit of class legislation which should be worked off the Statute books. Are Government civil servants so constituted that they should have a different code of morals from other people? Is it right and proper that they can contract a debt and not have their wages subject to garnishee as other people?

This is a change for which retail associations all over the country should keep pounding away until a reformation is affected. The principle of the thing is entirely wrong and there should be no place in a free country like Canada for such legislation.

STOPPING THE PEDDLER

IT will be interesting to the trade to know that the county of York, Ontario, is putting through legislation to compel peddlers of coal oil, etc., to pay a $300 annual license. Already the second reading of the by-law has been passed and it is only a matter of time until every peddler in York County will have to pay $300 a year to peddle his wares in competition with local trade.

It is believed this will put an end to the small army of peddlers who frequent the roads of York. Naturally peddlers coming into a county can sell goods cheaper than the retail trade because they have little or no taxes to pay and very few of the overhead operating expenses which are included in the list of every retailer. Such expenses too, go to the maintenance of the community in which the retailer is located. At the same time the peddler does not give the service of the merchant who is ready and willing at all times to supply his customers with all their requirements.

It is to be hoped that the various counties of the country who have not already done so, will follow along similar lines to that of York.

Cardwriting Made Easy

by R.T.D. Edwards

THIRTEENTH OF A SERIES

ROUND WRITING PEN-LETTERING

THIS being the first lesson of this series in pen-lettering, it is advisable, for all who are following the course or who wish to begin it, to get busy immediately as this is an entirely new phase of the work. It is one of the most important branches of modern cardwriting. It is not necessary to know anything about brush work in order to learn pen lettering but the person who has gone through the brush-stroke Roman lettering should learn the pen work more quickly than one who has not. This is because the manipulation of the pen and the chisel-pointed brush for this class of letter, is similar and the letter formation is imbedded in the writer's mind. However, be you beginner or one who has been practising these lessons since their commencement, let us demonstrate how quickly you can master this form of work.

The pen lettering can be used on cards in any class of store—grocery, hardware, dry goods or stationery—all can use small price tickets or neatly lettered show cards and it is this class of work for which the pen is mostly used.

The round writing pens were first invented and made for the system of round writing, but their use for show cards purposes did not come into effect generally until a few years ago. Now they are being used so extensively that it is absolutely impossible for a cardwriter to come to a high state of efficiency without their use. The fact is that these pens have been a boon to the cardwriter. By their use we have a better formed and neater letter made in much less time than can be executed with the brush. This sums up in a few words their main points.

Pens in Various Sizes

These pens are to be had in eleven different sizes—one to six including half sizes—but the ones mostly used for cardwriting are one, one and a half, two, two and a half and three. Unless you are called upon to make some exceedingly small cards such as are frequently used in jewelry stores it is not necessary to get the smaller sizes. These pens are all blunt pointed, No. 1 being the broadest and No. 6 the narrowest. They are made from very thin steel and are tempered ready for use. Do not, as has been recommended by some cardwriters, burn with a match. This often weakens them, the points spread which renders the nib useless. It is absolutely necessary to use an ink retainer on these pens; if not the ink will feed down all at once and cause a blot. The ink retainer is a small brass arrangement which slips over the pen. See Fig. 1. These can be gotten from the same place where the pens are sold.

The ink for pen work is entirely different from that used for brush work. Use a heavy black carbon ink, not necessarily waterproof. You might think this expensive but a small bottle if kept corked while not in use will make a good many hundred cards.

The Chart Described

The principle of the manipulation of the pen is very similar to that of the chisel-pointed brush; the difference being that the brush is flexible while the pen is rigid. The heavy strokes are made with the broad side of the pen and the thin strokes are made with the narrow side. Take for instance, the making of the first letter "A." By turning the pen sideways with the handle pointing toward the right, starting at the top and drawing the pen downwards, you make the narrow line. To make stroke two you keep the pen in almost the same position but draw it down with its full width. Stroke three is made with the narrow side of the pen. The second "A" shows the curved cross bar. This is made by holding the pen rigid in the hand and drawing a wavy line. (See practice exercises).

The "B" is composed of three strokes. The pen must be held at the same angle for all three. No. 1 is drawn down with the full width of the pen. Keep the pen at the same position and start at the top of stroke one to make the loop (stroke two). If the pen is held tightly and not allowed to roll you will have no trouble in making the wide and narrow parts of either strokes two or three. Note that the end of stroke two meets stroke one nearer the top than the bottom.

The "C" is made entirely of two strokes. These must be practised to be made quickly in order to get them free and easy.

The "D" is another two stroke letter. It is made similar to the "B" with the exception that it has one large loop instead of the two smaller ones. The pen must be held as shown in Fig. I. This position holds good in practically all curved line strokes in this lesson.

"E" is a four-stroke letter. Stroke one is made with the full width of the pen while two and four are made with the narrow side. The centre stroke three is made by making a small narrow line and to get the spur, draw the pen downwards and turn handle to the left. This takes much practice and should be made many times. Stroke three on the second "E" is made similar to that of stroke three of the second "A."

The "F" is the same formation as the first "E" without stroke four.

The "G" is made up entirely of three strokes. Make sure to get the finish of stroke one curved upwards from the lower guide line. The "H" is a three stroke letter. Strokes one and two must be made equal distance apart and must also be kept at right angles with the guide lines. Care must be also taken to get the "I" at right angles with the guide lines. The straight part of stroke one of "J" does not touch the lower guide line but curves to the left to meet stroke two. The letter rests on the lower guide line where the two strokes join.

"K" is formed with three distinct strokes. Stroke

two join stroke one above the centre. Stroke three projects further to the right than does No. 2. Note the angle at which stroke three joins stroke two.

The "L" is composed of one thick and one thin stroke.

The "M" is one of the most difficult letters to make with the pen; stroke one being a narrow one must be made with the narrow side of the pen therefore in order to get this the pen handle must be pointing directly to the right and parallel with the guide lines. Stroke two is made with the broad side of the pen. The finish of this stroke is the most difficult part. This is accomplished by turning the handle of the pen more to the right so as to get the side of the nib to touch the lower guide line and not overlap when stroke three is to finish. The latter is made with the side and stroke four with the full width of the pen. Strokes two and three should touch the lower guide line midway between the strokes one and four.

"N" is another letter that needs much practice. Make the two outside strokes first, then join them up with stroke three. The end of the latter stroke must be manipulated the same as the end of stroke two of "M."

The "O" is composed of two strokes. Hold the pen tightly for this letter and join the strokes at the top and bottom.

The "P" is a repetition of the "B" without the lower stroke and except that stroke two joins stroke one in the centre instead of nearer the top.

The "Q" is the same as the letter "O" with stroke three added. This latter is made with one sweep of the pen. Much practice is required to make this successfully.

The "R" is the same as the "P" with stroke three added. Note where stroke three joins stroke two.

The "S" is a three stroke letter. The top part of this letter is smaller than the bottom. This letter needs much practice before it can be formed well enough for use on the show card.

The main thing to watch about the "T" is to see that stroke two meets stroke one squarely in the centre.

Practise this letter often. Stroke one and two must not come to the lower guide line but stop about one-eighth of an inch above it so as to allow stroke three room enough to curve upwards and still rest upon the lower guide line.

Stroke one of the "V" is similar to stroke two of the letter "M." In fact strokes two and three of "M" form a "V." Pay attention to the join.

The "W" like the "M" is very difficult to master. Pay attention to the joining up of these strokes. The

Round Writing Pen One Stroke Alphabet & Numerals

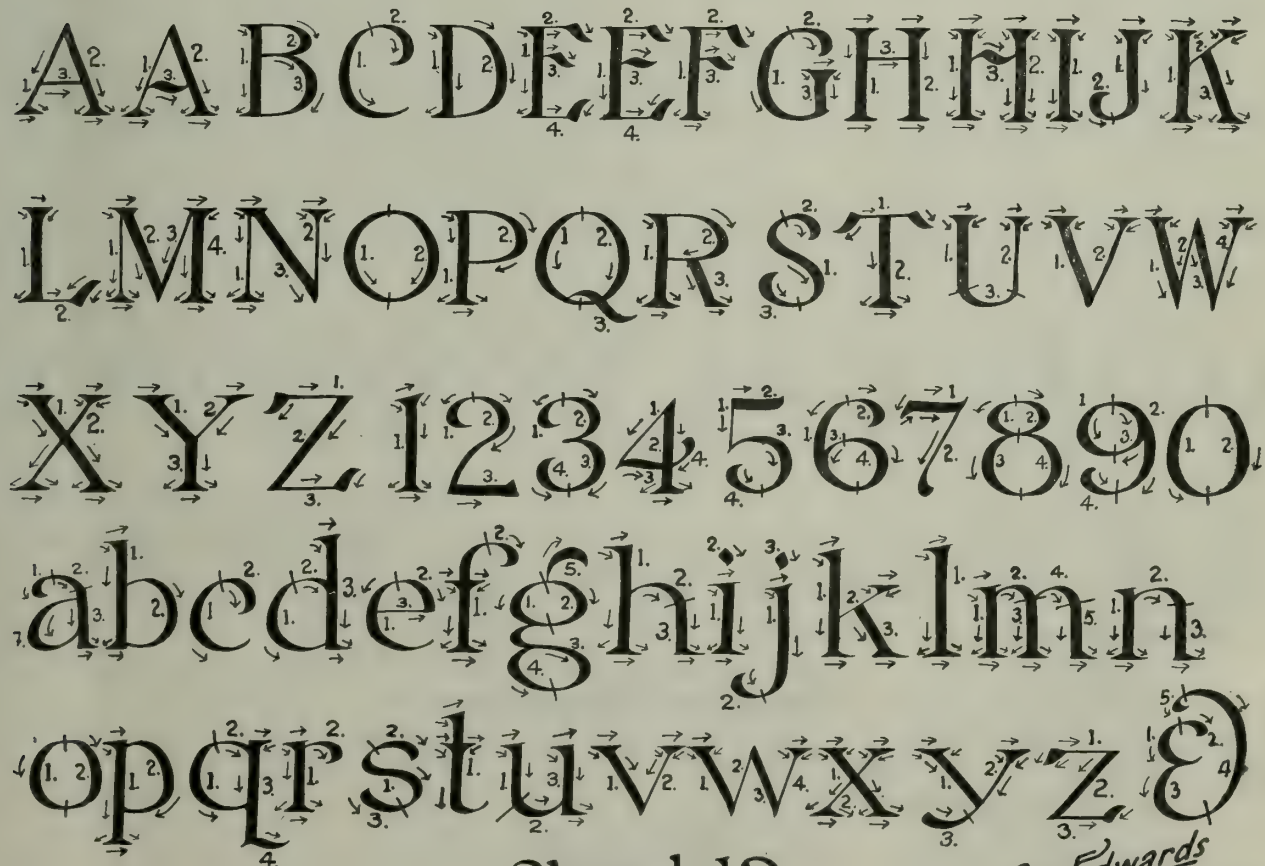


Chart 12

P.T.O. Edwards

centre point at the top must come midway between strokes one and four.

The two strokes of the "X" should cross slightly above half way between the guide lines. This means that the lower part of the letter is a little larger than the upper section.

The "Z" requires special attention. It is not used as often as other letters and for that reason needs much practice. It is just as necessary to form it correctly as any other letter, when it is required.

Making the Numerals

It is absolutely necessary to spend many hours in the practice of pen stroke numerals. A cardwriter is using these figures continually in his daily work, so if you wish to make a success of the work these must be accomplished.

The "1" is quite simple just one straight broad stroke with the spurs to finish it. The "2" is formed with three strokes. The second stroke needs much practice as the lower part is accomplished by turning the handle of the pen to the right. Stroke three is made with the pen in the same position. The "3" is made with four complete strokes. The bottom part of the figure is slightly larger than the top. Practice it often.

The "4" also needs to be practised many times. Pay special attention to the joining of strokes one and two.

The "5" is the most frequently made figure and must be formed properly at all times. The joining of strokes one and two needs much practice.

The "6" is made with four strokes of the pen. The loop of the bottom must not come above half way between the guide lines. Stroke two must not project beyond stroke four.

Stroke two of "7" is found by many to be quite difficult. This is made with the thin side of the pen, making use of the broad side at the end of the stroke. Much practice is needed.

The "8" is a letter that cannot be learned quickly. It is made entirely of four strokes. The lower section of the letter is much larger than the upper.

The "9" is just the same as the "6" only reversed.

The "0" is of two stroke formation.

The Lower Case Letters

The lower case pen lettering is used much oftener than the upper, therefore special attention must be paid to its formation, but when it is accomplished it can be made with much greater speed than the upper case.

As stroke four of "a" is a long one it needs lots of practice as does stroke two of the letter "b." The "c" is of two strokes and the same formation as the upper case letter. The "d" is made with three strokes. It requires special attention.

The "e" is a three stroke letter. Care must be taken to make stroke three parallel with the guide lines.

Strokes one and two of "f" must be joined up in such a manner to give the top of the letter a graceful appearance.

The "g" is the all curve letter, but is not as hard to form as it may at first seem. Both loops are about the same size. Stroke five is often varied as suits the writer's fancy.

The "h" is a three stroke letter. Note that stroke three starts about one-eighth of an inch below the upper guide lines so as to join up with stroke two.

You will have no difficulty with the "I" providing you keep it at right angles with the guide lines.

If stroke one and two are joined up properly the tail of the "j" will appear graceful. Practise this letter many times.

The "k" is similar formation to the upper case letter with the exception that stroke one is higher. You should have no difficulty with the "l".

The "m's" main down strokes should be equal distance apart. Practise strokes two and four of "m" and two of "n" often.

The "o" is the same as in the upper case alphabet.

Stroke two of "p" needs to be made many times before the beginner can get it graceful.

Stroke four of "q" is a similar one to stroke three of the second upper case "A."

The "r" is a simple letter to form. Pay special attention to stroke two. It must be made so as not to appear top heavy.

"s" is a duplicate of the upper case. The main part of the "t" is one complete stroke. The bottom part should be curved before touching the guide line.

Strokes one and two of "u" combined are similar to the lower part of the "t" only that stroke two extends further than does the t's tail.

The "v," "w," "x" and "z" are all duplicates of the upper case. Don't neglect to practise them. The

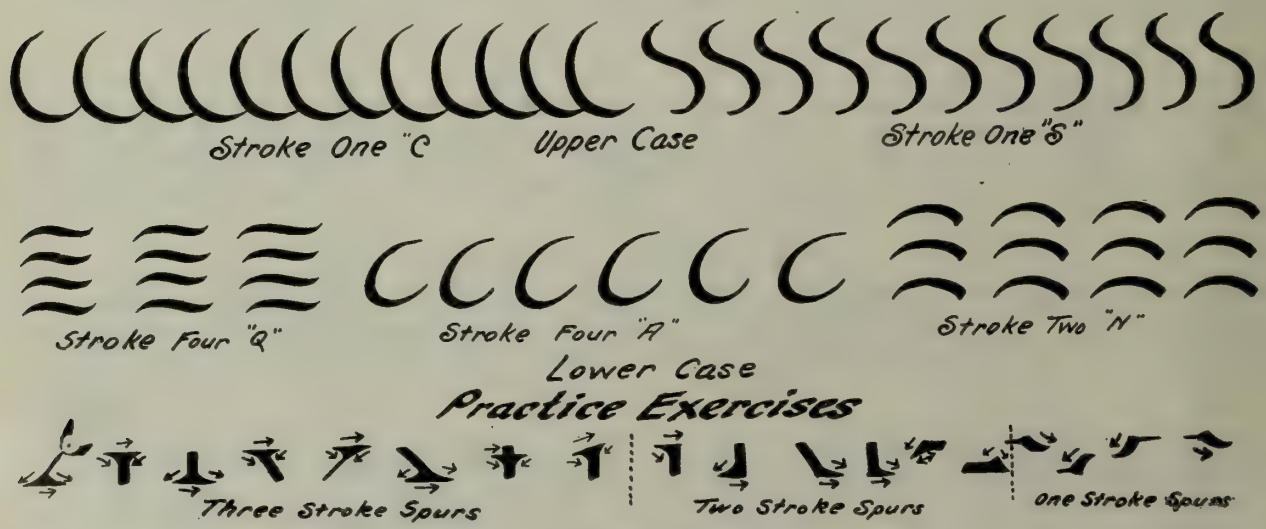


Fig. 2

lower case "y" is made up of three separate strokes. Strokes one and two join up about an eighth of an inch above the lower guids line and stroke three extends below the guide line.

This figure "&" is only one formation of dozens which are equally as good as this one that can be made with the single stroke round writing pen.

Study Spurs Collectively

You will have noticed that I scarcely mentioned anything about the spurs on the letters and figures. These were left out for a purpose, because I wanted them studied collectively. The lower section of Fig. 2 shows all kinds of spurs on plate 12 divided into three classes, one, two and three-stroke formation. Each spur represents one or more spurs used on figures or letters and should be practiced with great care. They must be made small and neat with sharp points. Don't try to make them with the pen ladened with ink, for you cannot. Best results are obtainable when the ink is low in the pen. The manipulation of the corners of the pen nib has a great bearing on this part of the work. However, practice is the best teacher. It is up to you. Watch the little arrows and make the strokes in the direction they are pointing.

Suggestion for showcard for window display of kitchen wares. The style of lettering used in preparing this card is described in the accompanying lesson.

SCARCITY OF BROOM CORN

Reasons for Advances in Price of Brooms—A Missouri View

A prominent Ontario broom man who recently spent several weeks in the broom corn districts in the United States has given Hardware and Metal some valuable information on the market:

"The causes of the advance in prices on brooms," he says, "are numerous. Last spring was cold and wet. The seed had to be replanted several times in many cases and the farmers got tired of taking any more chances and gave up planting broom corn, so that the acreage was cut 50 per cent. below normal. Then the summer was wet and cool; this retarded the growth. The rainy weather continued on into the harvest so that 70 per cent. of the crop is damaged. The yield of the 1914 crop was much below normal and had manufacturers had to depend on the crop of that year for their supplies, prices would have been high last year, but the broom corn that was carried over from the former year kept the price of brooms about normal. This past year the manufacturers' warehouses were cleaned up and they have been compelled to pay high prices for broom corn on account of short crop. Consequently they have advanced prices 50 to 75c per dozen on brooms."

It is predicted that there will be further advances before the next crop is harvested. Not only broom corn has advanced, but wire and twine — in fact everything that goes to make up a broom. Then the war tax of 7½ per cent. amounts to 15 cents per dozen on brooms, so the manufacturer must add this amount to the cost of the brooms manufactured.

It is said that the crop of broom corn is lighter than it was in the year 1909 when brooms advanced one dollar per dozen.

A Missouri View

The following article is from the Kansas City, Mo., Times:—

"The broom manufacturing industry in America is facing a complete shutdown in four to six months. There isn't any more broom corn. The warehouses are empty, the manufacturers have only the slenderest of stocks and for the second successive year the crop is a complete failure. Everywhere is was rained out. Corn that sold for $85 a ton last January is quoted at $200 now, and cannot be bought at any price.

"Stocks on hand and what little new crop is available will last the factories not longer than May 1. From then until the 1916 crop is harvested the plants have no alternative but to close their doors.

"Twenty-eight of the largest broom manufacturers in the country met in special session at the Savoy Hotel yesterday to decide what to do. They compared notes all day and reached but one decision. That is to advance the price of brooms at once.

"This is the season of year when the broom manufacturer buys a season's supply and the speculator stocks up the warehouses. Last year, because of a crop failure, the manufacturers bought only from week to week and the speculator found no corn to speculate on. The second crop failure, this year, came with warehouses empty and no large factory stocks on hand. One broom corn warehouse in St. Louis with a rent of $500 a month has but one carload of corn in it. The United States imports but little corn normally — twenty-two tons last year. This year the war will prevent any importations.

"Aniline dyes, used to give the brooms a uniform color and to dye the red and green twine bindings, have advanced from $1 to $7 a pound. The grade of velvet used for banding cannot be bought and even the wire has jumped."

INSPECTION OF FERTILIZERS

The Inland Revenue Department recently completed an inspection of fertilizers offered for sale through the retail trade in Canada.

Four hundred and twenty samples have been analyzed, of which number three hundred and eighty-two are found to meet their guarantee, and sixteen others approximate closely to the guaranty, or contain compensating values in certain ingredients.

Eleven samples were offered for sale without the registration number appearing on the package, thereby violating the provisions of section 7 of the Act. It is certain that, in some cases at least, this omission is not the fault of the manufacturer; and the vendor must be held to be responsible.

Eleven samples fail to meet their guarantee. In three of these cases the deficiency is in the potash content. This component is particularly difficult to obtain, from the fact that imports from Germany, whose mines practically supply the world's potash are inhibited through war conditions. It may be proper to bear this fact in mind; and it is noteworthy that manufacturers have, for the most part, reduced the guaranteed content of potash in mixed fertilizers.

Personal

J. Walker, who handles the hardware end of the general business run by Messrs. Webster, Walker & Shearer Co., of Chaplin, Sask., went east last week to spend a holiday at his old home in Western Ontario.

T. Durgan, of Mason & Durgan, Nokomis, Sask., has been in Winnipeg on a buying trip.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Department Store Efficiency—Civil vs. Military Employment—Buying for the Army—The Bread Comes Home.

DEPARTMENT STORE EFFICIENCY

The Wall Street Journal

That this is the age of commercialism is even shown by visitors to New York city. Formerly they hastened to see Eden Musee, Grant's Tomb, and other notable landmarks. Now their first stop is at the department stores, and these seem to be an ever increasing source of astonishment. It is hard for the visitors to realize that under one roof everything one needs from the cradle to the coffin can be obtained, with no more difficulty or delay than the small-town merchant takes to wrap up a paper or pins. Few realize what constant supervision must be exercised over every department to see that losses are cut to the minimum, and that not only every article must be kept in its place, but also that warehouses must be well stocked to take care of any early calls for renewing stock.

An example of the high efficiency under which this class of stores is run can be seen in the fur storage department of one of the local stores. During the past summer they stored over 8,000 articles valued at nearly $1,000,000, and their total losses on the same were $26.

* * *

CIVIL vs. MILITARY EMPLOYMENT

British Trade Journal

How important it is that our export trade should not be unduly restricted by the enlistment of men for the Army has been fully admitted by Ministers on several occasions; and now we find that an advisory committee has been at work at the Board of Trade for some time past in preparing lists of occupations from which enlistment in view of the vital necessity of maintaining the trade of the country as far as possible in present circumstances. Already a large number of trades have been examined, and lists of the occupations which should be protected have been communicated to and accepted by the War Office. These lists are being sent to the representatives of the exempted trades concerned. Any man of military age following one of these occupations who desires to enlist will not be attested by the recruiting officer except under the condition that he continues in civil employment until called up. This arrangement has been made on the ground that the man can do better service to the nation in civil than in military employment.

* * *

BUYING FOR THE ARMY

From The Ironmonger (England)

Some light on the methods adopted in the buying departments of the War Office is afforded in the current issue of the English Review by a contributor who calls himself "A Salesman." The article is rather discursive; which detracts from its effectiveness. The writer covers a fairly wide field, but the transactions considered are of a comparatively trivial character, and are chiefly interesting as showing which way the wind blows. There is a rather good story of a deal in 20,000 articles which were submitted to the War Office buyers at 5s. 3d. per dozen. The War Office bought half the quantity at the price asked. Afterwards the same manufacturer offered the balance to the Department at a reduction of 4d. per dozen, and was informed that the War Office did not wish to take the 4s. 11d. quality, but would buy another 10,000 at the same rate as before. As the writer puts it, possibly the War Office did not think it "gentlemanly" to drive bargains. Several of the purchases discussed deal with clothing, but there are some references to Sheffield products. The writer is probably correct in thinking that no attempt at all was made to organize the cutlery trade in Sheffield, where he has discovered the most diverse and contradictory conditions, some firms being so full of Government work that their ordinary customers cannot get anything from them, while others, being without any Government orders, are drawing their competitors' customers to their own works. "Salesman" claims that this want of organization has led to unwarranted advances in prices, and he declares that, in spite of the scarcity of labor and the shortage of material, there has been no justification for advancing 7s. 6d. Army razors to 13s. per dozen. He quotes one specific case of a manufacturer who, being desirous of retaining at least some of his regular custom, doubled his profits against the War Office, in the expectation that the order would be given to firms more anxious to get the work than he was. The ruse failed, and the manufacturer has since had to curtail his business with his regular customers still further because the War Office has filled him up with contracts for some months.

* * *

THE BREAD COMES HOME

Advertising and Selling

Is the price-cutter, who has cast so much bread upon waters, getting it all back?

We have all believed that somehow the big chain stores were wonderful successes and great Goliaths of merchandising ability. A very grave question presents itself, to my mind, when I am reading constantly of the amalgamation of one chain of drug stores after another, and then, just to-day, of the Government's suit against one of the biggest combinations, for restraint of trade.

The connecting link of logic may be a bit shadowy, because it is not possible to get the real confidential figures, but one may make some very sharp-pointed inferences. Does price-cutting really pay, and do the strenuous efforts of chain store price-cutters to grab at the legitimately paid-for reputations of trademark advertisers really fool as many women as of yore? Do the price-cutters really get back the money loss and other loss attending the cutting of prices on standard goods, from the sale of nameless or private brand merchandise? Why should such frequent combinations and reorganizations be necessary if these famous price-cutters were really making good profit and holding their trade?

To turn the scalpel in the wound a little more viciously, are the shrewd women buyers putting it over on the price-cutting chain stores rather strenuously by buying all the cut-priced standard goods, but nothing else?

Some months ago a great woman's magazine frankly told its several readers, in discussing this price-cutting proposition, that women were fairly entitled, for economy's sake, to buy all the cut-priced articles of standard quality that were offered by price-cutters, but that they should be pretty foxy and refuse to buy the unknown, untried high-profit goods which it was the hope of the price-cutters that they would also buy while in the store. Has this kind of advice been bearing fruit, and do the price-cutting chain stores feel that the game is getting too strenuous to stand alone in competition with each other; and is the marked tendency of the price-cutters toward combination a general movement away from price-cutting?—a confession that they have pursued a blind alley?

Repeating that my grounds are possibly still shadowy for this conclusion, I submit it as being a mighty interesting supposition on fairly justifiable grounds of fact. If it is not happening now it is bound to happen some day.

* * *

ARE WE HATED ABROAD?

From New York Journal of Commerce.

There are many stories, derived more from private sources than from public expression, of a dislike of the United States growing up abroad, especially in the countries which are fighting for their national existence, or think they are. It is sometimes said that the Americans are hated, or that their Government is hated, because the nation does not take the side of either combatant, does not protest strongly enough against the atrocities of the other, and insists upon its own rights while profiting from the conflict instead of sharing in its sacrifices. Some people fear that this dislike, or "hatred," as they put it, will work against us when the war is over.

It is hard to maintain friendly relations and keep the good-will of those who are fighting each other. In their excited state of mind the people of each nation believe it is entirely right, and that the neutral looker-on should not only sympathize with it, but do everything to help and encourage it. But we cannot be on both sides, and to be on one would be to make an avowed enemy of the other, which it would not be wise to do if it can be avoided. It would virtually get us into the war and make trouble for us in the future, which would not be good for the country whose cause we had espoused any more than for ourselves. It might be bad for the peace of nations in the future. If by the strict neutrality of our Government we are getting ourselves disliked in England or France, we shall have to endure it as best we may until they get done fighting.

Then we do not believe the feeling will persist. When the excitement is over and people sober down and prepare for terms of peace, they will recover their balance and judge more fairly. Those of the Allies, with whose cause they know that we really sympathize, will find that we were justified in maintaining our neutral position and can do more for them for having done so, if there is opportunity for friendly service. Even the Germans, who from their point of view have more reason for disliking the United States and its people, may wake up to the fact that the issue was not what they thought it was, and be convinced that their Government was wrong. They may find Americans understanding them better than anybody else, and making due allowances. They will find that Americans were not against them as a people, but against their form and manner of government and the policy that brought on the war. Relatively speaking, they may find us ready to be friendly, if they will consent to peace on terms that will respect the rightful claims of all nations and all peoples. That is the only peace that can be permanent.

* * *

REDFIELD'S CURE FOR DUMPING

From American Metal Market.

If Mr. Secretary of Commerce Redfield ever originates any ideas that can be approved by ordinary men who are merely engaged in commerce the cases are very rare. We understand that President Wilson favored a system of anti-dumping duties such as has worked so successfully in Canada, but Mr. Redfield proposes something altogether different in his annual report to Congress, and we presume it is a Redfield proposition, though now the Administration will have to stand for it. He goes to Australia for an idea and adopts something that does not seem to have worked out particularly well there, the principle of making dumping unfair competition and proposing a remedy through the courts, with confiscation of the goods. Obviously this is absurd as compared with the simple and easily administered extra duty system. Mr. Redfield says: "In my judgment the matter is one which may more wisely be treated as an attempted wrong to be forbidden than as an economic matter that needs to be restrained." Perhaps we do not gather Mr. Redfield's idea precisely, but rather looks to us as if he objected to making the punishment fit the crime and wants to get back to the days when they undertook to hang men for any crime. The world at large has progressed since those days.

To put foreign producers under the dread of such drastic punishment as Mr. Redfield proposes is to make them timid about doing business in the United States. How could they ascertain precisely how rigid would be the interpretation of American courts in such cases? Does not Mr. Redfield know something about American court decisions himself? Certainly he admits we want imports, but the plain ordinary American business man accustomed to pick his markets and select cases in which he will sell and will not sell, recognizes at once that the fear of the operation of such a law would often discourage a foreign manufacturer, not disposed at all to "dump," much more than would a very considerable increase in the duty. Mr. Redfield's proposition may be described as one calculated to discourage the exportation of all goods to the United States, to take slim chances on the possibility of occasionally punishing some one guilty and to get the United States into all sorts of diplomatic snarls.

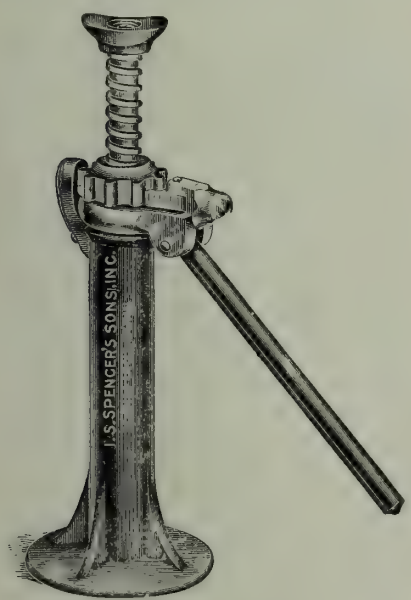
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

QUICK AUTO JACK

J. S. Spencer's Sons, Guilford, Conn., have produced the Quick Auto Jack, an illustration of which appears herewith.

The makers state that lifting capacity, laboratory test, is 3,560 lbs.



Quick Auto Jack

The least height of the jack is 9¾ in., while the greatest height is 14¾ in.

The screw is made of ¾-in. Bessemer steel, accurately cut, three threads per inch, to which the nut is closely fitted, and designed for rapid operation with little effort. The lever is said to be of sufficient length for ample power, and still folds closely so as to occupy the minimum space in the tool kit. The cap, lever and base are finished in black japan. The nut, pawl and collar are finished in silver nickel.

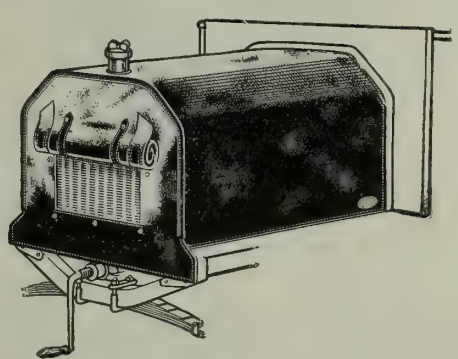
AUTO BODY DRESSING

The Permanent Ink Co., Ltd., 15 Wellington street north, Hamilton, Ont., offers to the trade "National" auto body dressing for preserving and polishing automobile and limousine bodies, hacks, coupes and all highly-finished carriages. The makers state that the dressing cleans as well as polishes and that new cars when treated regularly with the dressing will retain their original finish for years.

RADIATOR AND HOOD COVERS

Hopewell Brothers, Watertown, Mass., offer to the trade the Hopewell radiator and hood cover and Hopewell robes for automobiles. The makers state that the radiator and hood cover protects against cold, keeps the engine warm, and prevents the freezing of the water system. The cover makes easy starting in cold weather, and takes the place of robes or blankets, which are often stolen or lost.

The covers, it is said, are made of enameled cloth, lined with heavy padding, have adjustable ventilating flap in front to admit air in moderate weather. The covers are made in four styles. No. 1 cover is for radiator only. No. 2 hood cover is for both radiator and hood, all in one piece. No. 3 combination cover covers both radiator and hood, and is made in two pieces, which button together, so hood can be raised. No. 4 V-shaped radiator and hood covers (for Ford car only) can be furnished in any



Hopewell Radiator and Hood Cover.

of the above types. The covers are made for eight makes of cars.

"MAX" FARM SPECIALTIES

The Winnipeg Ceiling & Roofing Co., Ltd., Winnipeg, Man., realizing that the Western farmer will be spending more money this year, probably that he ever did before, have commenced the manufacture of a number of sheet metal farm specialties. For a long time they have been experimenting on stock water-tanks, having two objects in mind: first, reasonableness in price, and secondly, an article that was substantial, would give good service, and at the same time not cut the necks of the animals, or burst when frozen solid.

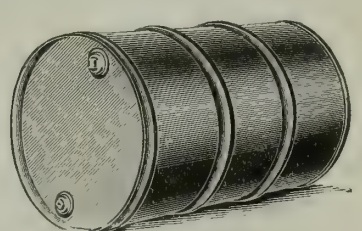
They are now turning out a stock watering-tank which they claim embodies these characteristics. It is made both circular and with round end, of galvanized steel, with stamped sides which allow for expansion and contraction, thus preventing cracking or splitting, as well as strengthening the tank.

"Max" Wagon Tank

Somewhat on the same principle, they are also making a wagon tank, which is fitted with two splash boards, manhole and cover, as well as draw-off plug. This fits any wagon box, and solves the problem of drawing water for threshing or stock.

Another new "Max" line is a shipping and storage barrel, for gasoline, coal oil, etc. In these days when many farmers drive their machinery by power and run automobiles, they require a strong, durable and safe receptacle for oils. The manufacturers claim that this is the very thing the Western farmer requires. The shipping barrel is painted red, and has a capacity of 47 gallons. The storage barrel is painted black, and carries 41 gallons.

Another "Max" specialty is the stock trough heater. By the use of heavy sheet



"Max" Shipping and Storage Barrel

steel for the body, with welded seams to make it water tight, they have produced a heater that is easily handled, easily heated, and which sells at a comparatively low figure. It has a feature worth noting in a self-dumping grate, which makes it unnecessary to disturb the heater in the trough when cleaning out ashes. It also has smoke pipe with spark arrester, and poker.

EVENTS IN THE TRADE

Enlists for Active Service

Preston, Ont.—Elmer Mock, of Bernhardt & Spalding's sales staff, has enlisted for active service. The firm and staff presented Mr. Mock with a gold wrist watch.

W. C. Mancarrow Ill

Calgary, Alta.—W. C. Mancarrow, of the Calgary branch of the J. H. Ashdown Hardware Co., wholesale hardware dealers, has been compelled, on account of illness, to take a holiday, and has left on a four months' trip for Honolulu.

Entertain Travellers

Winnipeg, Man.—The Canadian Credit Men's Association, in conjunction with the Sales Managers' Association, entertained travellers from various wholesale houses, at the Fort Garry Hotel, on Tuesday night. A splendid musical programme was provided.

Auto Accessory Department

The J. H. Ashdown Hardware Co., wholesale hardware dealers, Winnipeg, consider the time ripe for opening a special department for handling auto accessories. This will be in charge of Mr. Conley, of the sporting goods department.

Another Wetmore Store

Dougherty & Small, Swift Current, Sask., have sold their business to the Wetmore Hardware Co., and the store now comes under the management of Val. H. and W. M. Wetmore, of Regina and Vancouver, who are purchasing a new stock, and will occupy the premises the first of the year.

Brockville Travellers Elect Officers

Brockville, Ont. — The Commercial Travellers' Association met recently and elected the following officers for the ensuing year:—President, John Plewes; vice-president, W. M. Brouse; treasurer, M. Donley; secretary, F. L. DeWolfe; Board of Directors—F. E. Graham, S. A. Jackson, T. G. Cook, L. V. Johnston, J. P. Grant.

Credit Men Elect Officers

Winnipeg, Man.—L. J. Mylius, of the National Drug Co., was appointed president of the Canadian Credit Men's Association, succeeding W. L. Helliwell. T. D. McGee, of the Thos. Ryan Co., was elected vice-president. Two vacancies on the Board of Directors were filled by the appointment of W. R. Saults, of the J. H. Ashdown Hardware Co., and E. B. Frost, of Ogilvie Flour Mills Co.

New Firm

Fleming, Sask.—Dynes & Travis is the name of a new hardware firm opening up here.

Business Changes

Gray, Sask.—R. A. Rosebrugh has disposed of his hardware business to Eichenberger & Gillis Co. The new firm took possession on January 1.

Fire Losses

Liverpool, N.S.—The store and stock of the McClearn Hardware Co. was totally destroyed by fire.

St. John, N.B.—A portion of the stores of W. H. Thorne & Co., on Market Square, was badly gutted by fire. The loss is estimated at $100,000.

Ontario Incorporations

The Western Machining Company, Limited, capitalized at $40,000, head office, Port Arthur, to manufacture and deal in boilers, shells, iron and stell, etc.

Consolidated Steel Co., Ltd., capitalized at $100,000, head office, Toronto, to carry on the business of iron founders, tool makers, brass founders, etc.

Obituary

Halifax, N.S.—The death took place here suddenly from heart failure of John P. Longard, senior member of Longard Bros.

Toronto, Ont.—The death took place suddenly of Saxon F. Shenstone, treasurer of the Dominion Radiator Co. Mr. Shenstone was 37 years of age, and was born at Brantford, Ont.

Toronto, Ont.—Death came suddenly to John Knox Lindsay, financial manager of the Toronto branch of the Canadian Consolidated Rubber Co. Mr. Lindsay was 62 years of age.

Halifax, N.S.—The death occurred here recently of J. S. Nelson, who for many years was local representative of the Plymouth Cordage Co. Mr. Nelson underwent a serious operation a week prior to his death.

New Glasgow, N.S.—The death occurrel here recently of Graham Fraser, who for many years was closely identified with the steel industry in the province.

In the days when wooden shipbuilding was a great Nova Scotia industry the late Mr. Fraser commenced to manufacture the iron parts entering into the ships built at New Glasgow and Pictou. When that industry died out, he went into the manufacture of other lines of iron, and this gradually broadened out into the Nova Scotia Steel and Coal Co.

The first pretentious attempt at an industry was the Hope Iron Works, established in 1872, with a capital of $4,000, of which Forrest Mackay, one of the present Scotia directors was a partner. Mr. Fraser played an important part in guiding the growth of the industry, and when he left it in 1904 to become a director and director of works of the Dominion Iron and Steel Company, it was a big concern and a worthy monument to his toil and energy.

He retired from active work after a relatively short period of service with the Dominion Steel Company. In his retirement he took an active interest in the municipal affairs of New Glasgow and served as Mayor.

Western Canada Notes

Lance-Corporal MacDonald, formerly head shipper for the Winnipeg Ceiling and Roofing Co., Winnipeg, who was wounded at Ypres, is now doing light duty at Folkestone, England.

A. D. O'Brien and C. J. Johnston, travellers for the G. F. Stephens Co., Winnipeg, were in Winnipeg during the holidays.

Anderson & Anderson is the name of a new hardware firm opening up in Wadena, Sask. The members of the firm visited Winnipeg last week on a buying trip.

Two employees of the G. F. Stephens Co., of Winnipeg, enlisted last week, making a total of 22 who have left the head office for active service.

Travellers Elect Officers

Montreal, Que.—The thirtieth annual meeting of the Dominion Commer-

cial Travellers' Mutual Benefit Association, held in the association rooms, Board of Trade Building, empowered the new board to make special assessments to increase the rest fund to $25,000. Charles Roberts was in the chair.

Twenty-five death claims were paid during the year, and the financial report showed a balance on hand of $15,645.59, an increase of $2,454.09 over 1914. The new officers are:

President, M. Salomon; vice-president, W. J. Joyce; treasurer, Chas. Gurd; trustees, J. Hamilton Ferns, J. McLellan, L. J. Decelles, A. A. LaLvoie, F. S. Cote, David Watson, Maxwell Murdock, R. Lawrence, L. L. P. Bernard.

Winnipeg Travellers Elect Officers

Winnipeg, Man.—L. C. McIntyre is about to enter his twentieth consecutive term as treasurer of the organization. Mr. McIntyre was unanimously re-elected to his position at the annual election of officers.

The annual meeting was attended by a goodly number of members. They listened to a flattering financial report, which had as its climax the fact that the association has nearly $40,000 in the treasury at the present time.

John M. Scott was re-elected as president of the association, succeeding Chas. M. Holden, last year's president. Mr. Scott is raised from the vice-presidency. George R. Bolton is the new vice-president chosen. The office of secretary, which is now held by F. J. C. Cox, will not be decided on for the ensuing year, until the first meeting of the new board of directors, to be held in January, takes place.

The new directors chosen are: O. H. Dingman, J. E. Holland, A. Webber, E. M. Chantler, J. P. Minhinnicke, George Harvey, H. Turner, J. Snydal and G. C. Sarcker.

Postal Census of Manufacturers

The Census and Statistics Office, Ottawa, has sent out forms for securing information from manufacturers, in connection with the postal census of the manufacturers of the Dominion.

Manufacturers are requested to fill in the forms and return them by Jan. 21, 1916, the information to cover the year ended December 31, 1915, or the last financial year of the manufacturer.

The schedule will be trated as absolutely confidential by clerks sworn to secrecy, and will be used only in tabulations which will not reveal individual business.

Manufacturers are requested in the special interests of the industrial and commercial community, to co-operate with the Census and Statistics Office.

SALES MANAGERS FORM AN ASSOCIATION

C. H. S. Bamford Elected President of New Organization, With W. J. Wilson as First Vice-President

A new association, which has all the appearances of being a success and spreading right across the Dominion, was inaugurated in Winnipeg recently, and will henceforth be known as the Sales Managers' Association of Canada. At the first meeting opinions were expressed that the time had arrived for organizing such an association, which would foster and promote a feeling of

C. H. S. BAMFORD,

Sales Manager, J. H. Ashdown Hardware Co., Winnipeg, Man. Mr. Bamford was recently elected President of the sales managers' association, a new body recently formed in Winnipeg.

fellowship and good-will among sales managers, and on broad and equitable lines advance the welfare of trade conditions in relation to salesmanship and the management thereof.

Another meeting was called a few days prior to Christmas, when the election of officers took place. The first president of this body is a hardwareman—C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Co., Winnipeg—who is one of the best known business men in the West, having been there for over twenty years.

The position of vice-president went to another well known man in the hardware trade—W. J. Wilson, sales manager of the Winnipeg Ceiling and Roofing Co., Winnipeg. J. H. J. Murphy, sales manager of Royal Crown Soaps, Ltd., Winnipeg, was elected second vice-president. A. E. Burns is the secretary, and headquarters are in Winnipeg.

MARLIN ARMS CORPORATION BUYS THE MARLIN FIREARMS COMPANY

The Marlin Firearms Company of New Haven, Conn., established in 1870 by John M. Marlin, and owned and controlled exclusively by the Marlin family up to this time, has just been purchased by the Marlin Arms Corporation. The new organization is incorporated under the laws of New York State with a capital of $3,800,000, to manufacture firearms, explosives, projectiles, and military and naval supplies.

The incorporators are R. L. Bacon, New York City; Edward Park, Larchmont, N.Y.; and L. E. Stoddard, of New Haven.

The Marlin family has withdrawn, but the rest of the organization remains as before, with the addition of the new officers and directors, the executive officers being:

A. F. Rockwell, president and general manager, also president of the Bristol Brass Company, and formerly connected with the New Departure Manufacturing Company.

John E. Owsley, assistant general manager, in charge of executive work. Mr. Owsley was formerly general manager of the Eastern Steamship Company, and assistant to the vice-president of steamship lines of the New Haven Railroad System.

Elmer E. Neal, works manager, formerly superintendent of the Smith & Wesson factory at Springfield, and recently with the Remington Arms Company at Bridgeport.

The new corporation has already secured contracts for the manufacture of machine guns under the Colt's patents, and already extensive additions are being made to the buildings, machinery and equipment, and a large force of employees will be added. With the larger, better organization, the company will be able to handle quickly the large war orders for machine guns, and at the same time maintain a complete stock of Marlin sporting firearms, sufficient to take care of all trade requirements.

There is no intention whatever of discontinuing or reducing the regular Marlin line of repeating rifles and shotguns—the full line will be maintained, and the guns will be improved wherever possible—and new guns brought out from time to time, as occasion requires.

J. L. Landry, of Marcelin, Sask., passed through Winnipeg last week on his way to Quebec Province, where he will spend New Year's at his old home.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Following the Christmas rush, there has been a period of quietness during the week. Travelers are in off the road until the New Year, and stock-taking is under way in most wholesale and retail businesses. One feature of December trade this year was the rush of business right up to the last day on which travelers were out. There is some apprehension regarding market developments in view of the recent increases, and the prospects of others. Rumors of proposed tariff changes have also caused uneasiness in some quarters. The metal markets are active, and the improvement in demand continues. Prices are firm, on most metals, with an upward tendency. Recent cold weather and heavy snowfalls have stimulated the demand for many winter lines of hardware. Among the price changes this week are advances in the price of stove bolts, screws, butts, pipe fittings, shot, chisels, planes, door checks, pipe cutters, wood screws, etc. Many advances are predicted for the near future. Booking for spring has been heavy and indicates that improved business conditions, and higher prices on many lines are expected by the retailers.

MONTREAL

MONTREAL, Dec. 31.—A remarkable feature of the closing period of the year in the hardware trade has been the rush of business right up to the last days on which the travellers were out before the holidays. Even on the day before Christmas there was a good showing of orders—some houses even finding that day as good as any in the past couple of months. And these orders were not booking orders, but practically all for immediate delivery, indicating that stocks are low and that with the assurance of a continued good demand, retailers are beginning to stock up again. No doubt there is some apprehension regarding the market developments in view of the recent general increases and the prospects of others and tariff changes as well. The indications are that as soon as the year is turned and the travellers start out again that there will be heavy booking for spring.

Generally speaking, the year has been a very satisfactory one and much better all round than was expected from the outlook last New Years. During the early months and through the summer there was a very fair movement considering the conditions, but it was only after the harvest and the circulation of the money from this source and from the manufacture of war supplies that buying commenced to be really active. Not only were stocks short and the demand fairly active, but there was a generally advancing market and this always encourages the retailer to stock up as protection. Then came a holiday trade that was much better than had been expected. Altogether the last three months of the year made a splendid showing. Factors for a continuation of these conditions are the spreading influence of more plentiful supplies of money from the sources stated.

As has been pointed out from time to time since the upward movement in the iron and steel markets commenced, there are advances being made in different manufactures of these metals as the manufacturers are forced to pay more for their raw material to turn out goods. Such advances may be expected to continue. As regards metal products such as sheets, pipe, etc., there are no changes this week, but this appears to be rather due to lack of demand than to any uneasiness in the situation and the outlook is that if there is heavy booking after the new year further advances will be made; in fact, the trade is looking for them.

This week there are new and advanced quotations for stove bolts, screws, butts, pipe fittings, shot, oakum, screw hooks and eyes, chisels, planes, gouges, door checks, pipe cutters, etc. In the metals, copper has been the active feature with a material advance, but generally the metals have been quiet over the holiday period, with buyers generally content to stand by and wait developments until the new year.

As to future developments, advances are being predicted on pipe, sheets, nails, wire, staples, screws, cow chains, and some other lines influenced by the iron and steel market. A new list on Stanley goods is being adjusted by the trade.

Tariff Prospects.—The prospects of a higher tariff, referred to in recent issues of Hardware and Metal, in the 1916 budget, will undoubtedly play an important part in the hardware trade during the early stages of the new year. Information on the subject is difficult to obtain. Some of the reports which are receiving attention come from American manufacturers who are evidently following the situation. These reports indicate that the increase will probably be 7½ per cent., making a total war tax of 15 per cent., while one opinion heard is that the increase will be to 20 per cent., which would mean a new tariff of 12½ per cent. The consensus of opinion is that there is almost certain to be something done by Parliament in this direction to increase revenue. A number of prominent Canadian firms are of the opinion that if a change takes place it will be an addition of 5 per cent. to the general tariff and 2½ per cent. to the British preferential.

Tin Recovers Strength.—Although tin has shown a fractional net decline in New York since last report, the after-holiday tone has been very strong on London influence. The recovery on Monday was ½c to 1c on spot. The shipping situation was given as a bullish factor in London, freight room from the east being scarce and moving upwards. The general attitude of traders seems to be to await until after the holidays to see what developments are. Montreal quotation: 45c-46c, steady.

Spelter.—There has been little change in the spelter situation either locally or in New York or London. A holiday spirit seems to rule for the time being and there has been a very small export movement. However, the general tendency is firm and it appears to be a waiting market with the extra demand for copper and the attendant excitement not reflected in the attitude of the buyers. There appears to be no effort to advance prices and the producers will undoubtedly be satisfied if things hold firm until the end of the year, after which an increased demand from consumers is looked for. Montreal quotation: 22c-22½c, steady.

Lead is Firmer.—The local lead situation is firmer, although there has been no change in the quotation of the American Trust. However, on the outside market at New York there are prices as much as 10c per hundred above the Trust, this strength evidently being the result of export demand, which seems to be more prospective than actual. Buyers are showing a general disposition to wait developments until after the turn of the year. Montreal quotation: 7½c-7¾c, firm.

Copper a Feature—The copper market has been the feature of the week, there having been rapid advances following the placing of a contract for 60,000 tons for the British Government at a price reported as 21c. Those interest-

ed in making an advance have taken full advantage of the state of mind into which many consumers have been thrown and every half cent in increase means millions to the producers in increased profits. The price has been run up to 22c and in every direction there are reports that producers have been sold out. However, there is at bottom some doubt as to whether actual consumption warrants the price developments and although the indications are that the situation will be strong for a month or so, a reaction is not unexpected. Montreal quotation: 24c-24½c, strong.

Antimony.—The antimony market is quiet and strong for spot and early deliveries, although New York reports that producers are offering larger quantities than consumers showing a willingness to take up at the price. Montreal quotation: 42c-45c, firm.

Aluminum.—The aluminum market is quiet, there being a very small demand with the season and high prices operating to discourage consumption. Local quotations are unchanged, but there is a slightly easier tone in evidence in New York. Montreal quotation: 68c.

Solder Still Higher.—Further advances are being made in the quotations for solder. There is a considerable range in prices but the basis is generally as follows:

Commercial half-and-half 27c-28c
Strictly half-and-half 29c-30c

Steel Market Still Stronger.—There is no relief in sight in the iron and steel situation so far as the trade is concerned. True, there has been some falling off in the buying demand, but as time passes the cost of the products of these metals is more and more affected as the higher costs go into effect with buyers who may have been protected for a certain period on their contracts. This condition of affairs also applies to the higher manufactures and many changes being made from week to week though the range of goods is an indication of the far-reaching effect of the rising market. On the different varieties of bar iron and the long list of items in steel, there have been no changes this week, but this may be rather the effect of the holiday lull in the buying than an indication of the market. The outlook appears to be that if booking is free after the turn of the year there will be further advances to protect stocks, the replacement of which is not assured. However, there is always a point as to when the top of a movement of this kind is reached for a certain measure of reaction is almost certain to take place.

Pipe on the Upgrade.—Although it is only a couple of weeks since the last material advance on black and galvanized iron pipe, the trade is looking for a further increase in the very near future. This is the direct effect of the continual advances in the iron and steel markets and if there is a strong buying demand after the first of the year as seems likely to be the case, higher prices are inevitable.

Plates Are Firmer.—As compared with last week the situation as regards Canada plates is firmer, the advance then recorded for several firms now being general. The market basis is as follows:

Ordinary, 52 sheets $3.50
All bright, 52 sheets 5.00

Sheets Very Strong.—With the rising market in steel, further advances in black sheets are looked for and these are likely to be encouraged after the first of the year when the spring booking will commence in earnest.

Nails and Wire.—The word has gone forth in the trade that there are to be important advances on wire products after the turn of the year. The indications are that this will not only affect plain and galvanized fence wires and hay wires, but nails, staples and other products. This is another evidence of the rising steel market.

Stove Bolts Up Again.—Another advance has been made on stove bolts this week. The action of this item of the bolt list is regarded as an emphatic indication of the rising market as changes in stove bolt discounts are usually few and very far between. The discount is now 80 per cent. as compared with 82½ per cent. formerly.

NEW DISCOUNTS ON WOOD SCREWS

Wood screws have again advanced in price, and the discounts now in effect at Montreal, Toronto, Hamilton and London are as follows:

Flat Head Bright.....85% off list.
Oval Head Bright..... 80% off list.
Round Head Bright....80% off list.
Flat Head Brass,... 62½% off list.
Oval Head Brass.....60% off list.
Round Head Brass ....60% off list.
Flat Head Bronze...57½% off list.
Oval Head Bronze...52½% off list.
Round Head Bronze. 52½% off list.

TERMS:—*2% Cash 30 Days.*

Orders will only be accepted with specifications and for prompt Shipment, and these Discounts are subject to change without notice.

New Stanley List.—There is a new list out on Stanley hardware. Montreal wholesalers are working on it at the present time, and it is expected that it will be put into effect shortly. In the meantime some houses have withdrawn their prices. The new arrangement will cover a general advance, but it is yet early to speculate as to the percentage.

Another Advance on Screws.—Nothing could give more emphatic evidence of the rising market for the higher manufactures of metals than the further advance on screws. Usually an advance on screws is an event, but recently there have been a number of very extensive character and the trade has it that there will be further increases in the near future. The following comparisons give an idea of the effect of the last change:

	New discount		Old discount	
Wood, F. H., bright	85	80	10	10
Wood, R. H., bright	80	80	10	10
O. H., bright	80	80	10	10
Wood, F. H., brass.....	62½	67½	..	..
Wood, R. H., brass	60	65	..	..
Wood, F. H., bronze	57½	60	..	..
Wood, R. H., bronze.....	52½	52½	..	..

Butts.—Advances on butts and hinges are looked for and already there has been a stiffening of the concessions with the result that discounts are being closely adhered to. The discount on heavy tee and strap is 37½ per cent., and on light tee and strap 65 per cent. On butts: Nos. 804 and 840, 65, 10 per cent.; Nos. 800 and 838, 67½ per cent.; No. 802, 60 per cent. and Nos. 810 and 814, 62½ per cent.

Fittings.—There is a general increase on fittings on the Montreal list, the new discounts being as follows: Canadian malleable, 37½ per cent.; bushings, 65 per cent.; plugs, 65 and 5 per cent.; flanges, 67½ per cent; unions, 65 and 5 per cent.

Shot Is Higher.—An advance has been made in shot which is evidently the effect of the high market for lead and the generally strong demand for ammunition. The new base is $10.50, which covers an increase of 75c. The extras continue as before, chilled being $1.25, added.

Oakum Is Higher.—Higher prices are being asked for oakum and plumbers' is now generally quoted at 5c a pound with some slight allowance on large orders. This is an advance of about ¾c from the last figure.

Screw Hooks and Eyes.—The new lists on screw hooks and eyes have been put into effect locally; the increase is approximately 10 per cent. Discounts: Bright wire screw hooks and gate hooks and eyes, 60 per cent; screw eyes, cornice hooks, and stove pipe eyes, 50 per cent. Brass screw eyes are now net.

Chisels and Planes.—Higher prices are going into effect generally on gouges, chisels and plane irons, this being the effect of the rising cost of the raw materials entering into their manufacture. The increase on the Howard list is approximately 10 per cent.

Door Checks Higher.—New quotations are being made on door checks and springs, the readjustments covering advances of from 5 per cent. to 10 per cent.

Pipe Cutters Up.—Changed discounts on pipe cutters cover substantial advances, the new allowance on Barnes being about 67½ per cent. and on Saunders 62½ per cent., the increase being about 7½ per cent. in each case.

Cow Chains.—Higher prices for cow chains for the spring booking will be in order. Already some of the local wholesalers have made a change and a discount of 40 per cent. is heard as compared with 50 per cent. formerly.

New Year's Trade.—Although the Christmas trade for this year is a thing of history there is still some small business in gifts in the city, largely due to the fact that with the French-Canadians New Years is quite an important day for giving; this is largely a benefit to the French-Canadian houses.

New List on Wares.—Following the alterations on the discounts on enamel and other wares a couple of weeks ago,

new net lists have been printed and are being issued to the trade.

Stove Trade Quiet.—With the holiday season there has been a falling off in the demand for stoves and the winter season is now regarded as being practically over. Altogether it has been a very good fall and winter in stoves, especially when the conditions are taken into consideration.

Old Materials.—Old materials continue to show advanced prices. Copper and wrought and machinery iron have been affected this week, the new quotations being as follows:

Copper, heavy	17c
Wrought iron, No. 1	$11.50
Machinery cast iron	14.50

The increase is 1c for each of the last two items, and ¾c for the first.

TORONTO

TORONTO, Ont., Dec. 30.—The year 1915 has been an extremely interesting one in many ways in the hardware market. In the first place the gradual improvement in trade has been a most encouraging feature and further the remarkable advances in prices have been the means of keeping the market very active during the greater part of the year. Another feature has been the satisfactory conditions in the rural districts. The country trade has been uniformly good throughout the year, and has been the mainstay of the hardware trade. In the industrial centres trade was dull for the first month or so, but improved considerably as the year passed, when factories became busy on war orders. The building trade has been dull all the year and there was a corresponding light demand for builders' hardware and supplies. The market has been unsettled for the greater part of the year owing to the many price changes affecting practically all lines of hardware and metals.

The increase in the tariff in February resulted almost immediately in an all-round advance. Later on, prices of iron and steel began to advance which eventually affected the hardware market and prices began to move upward. This has been more pronounced during the last three months of the year when hardly a week has passed without some important price changes being announced. The war has directly or indirectly affected practically all the raw materials, while the rapid increase in ocean freight rates and shortage of tonnage has also increased the cost of some raw materials. All ingot metals have advanced in price, thus increasing the cost of a number of hardware lines.

Fewer Price Changes.—Business in the hardware trade has been quiet this week after the Christmas rush. The Christmas trade this year has been exceptionally good, considering the conditions prevailing and there was quite a good demand for the usual lines favored for presents. Travellers are in until over the New Year, and stock-taking is general. There was a brisk movement in snow shovels during the week and an active demand for skates, sleigh bells and lines for winter sports. There are only a few price changes to note this week but higher prices on many lines are expected early in 1916. Stove bolts and wood screws have advanced again. Manufacturers of butts and hinges have raised their prices but the jobbers have not put the advances into effect as yet. Higher prices for wire, wire nails and copper rivets are expected any time.

Iron and Steel.—The iron and steel market at the end of the year 1915 is in an exceptionally strong position. The demand is greater and prices have attained a level never before known in the history of the trade in Canada. The steel companies with the large extensions to their plants, made during the year, are operating on capacity and when the boom subsides will be in a position to handle a large volume of business in normal times. The profits made during the year have placed the companies in a sound financial position which will place the steel trade on a firmer basis than formerly. The market is very firm and prices on all steel products are gradually going high. Boiler and structural rivets, ¾-in. and larger, have advanced, and are quoted at $4. Higher prices for boiler plates and tubes may be announced shortly, while other lines are also expected to advance.

Just as Hardware and Metal is going on the press word has arrived that wire nails have advanced 20c per keg; all steel wire has advanced 15c per 100 lbs.; barb wire staples have advanced 15c per 100 lbs.; fence hooks have advanced 15c per 100 lbs.; bale ties have advanced 15c per 100 lbs.

An extraordinary situation closely connected with the steel trade has arisen in the States. All railroads running into New York have placed an embargo on all shipments of iron and steel products destined for export. The freight yards have been gradually becoming more congested with export shipments for some time, due to shortage of ocean tonnage and heavy export shipments. This serious situation can hardly be relieved unless more tonnage is requisitioned to take care of the ocean transportation. The embargo, while being of material relief to domestic consumers does not appear to be making the market any easier. Prices continue to advance and some authorities believe the market to be in a top-heavy condition. Prices on contract bars, plates and shapes now generally 1.80c, Pittsburgh, are at the highest level since the formation of the U.S. Steel Corporation. Bessemer and open-hearth billets have advanced again and are now quoted at $32 and $33 per gross ton, Pittsburgh. Forging billets are unchanged at $52, Pittsburgh.

Pig Iron.—The market is quiet but strong with a tendency for higher prices. The furnaces are operating at capacity as the demand for steel-making pig continues heavy. Prices of grey forge, Pittsburgh pig iron have advanced to $18.10 per gross ton, while Hamilton and Victoria iron are unchanged at $24 per ton.

Old Materials.—The market is firm and prices generally unchanged. A good demand for scrap copper continued and prices are very firm. Heavy melting steel is also active and prices firm. Supplies of old aluminum are being quickly taken and prices will go higher.

Metals.—There is little of interest to note in the metal market, this week being under holiday influence. There are no important price changes to note, the market being generally steady. The tin market is unsettled on account of possible interference with shipments of tin in the war zone. The situation in the copper market is strong and higher prices are looked for. The spelter market is quiet and firm. It is reported that a bounty on spelter is being advocated in England to encourage the industry. The lead market is firm and unchanged while antimony is very quiet. Aluminum is weaker but unchanged. There is no change in prices of solder.

Tin.—There is considerable uncertainty in the tin market owing to the possibility of shipments being lost at sea or some new British regulation affecting the transportation of tin. The market has been quiet over the holiday period and trading has been almost suspended. Quotations are unchanged at 43c per pound.

Copper.—The copper position is a very strong one and higher prices are looked for in the near future. The British Government has contracted for several thousand tons of copper in the States for delivery during 1916, but the price has not been disclosed. There is a scarcity of spot copper and consumption is reported to be greater than production, while the demand continues heavy. Local quotations are unchanged at 21¼c per pound.

Spelter.—The market is quiet but very firm. Inquiry has been light but some business has been done, consumers being inclined to wait developments. The export from the States continues heavy and an increased demand is expected. Quotations are unchanged at 19c per pound.

Lead.—The situation is unchanged and the market is very firm with an upward tendency. Trading has been light on account of the holiday season. The "Trust" price of 5.40c, New York, is being maintained. Local quotations are firm at 7c per pound.

Antimony.—The market is quiet but very firm, for prompt and January delivery, and there is good enquiry for futures. Consumption of antimony continues heavy and is getting ahead of production. Local quotations are firm and unchanged at 40c per pound.

Aluminum.—The situation is unchanged with the market a trifle easier. Aluminum is quoted at 65c per pound.

Solders.—Prices of all lines of solder are firm but unchanged. Fair business is reported.

Wood Screws Advance.—Another advance in wood screws has been announced. The increase is about 20 per

cent. on flat head, bright, and approximately 5 per cent. on other lines. The new discounts are given in accompanying panel.

Stove Bolts Advance.—An advance has been made in stove bolts, the new discount being 80 per cent. as against 82½ per cent. formerly. A number of lines of bolts advanced last week, but stove bolts were not included in the new discounts, as no change had been made then.

Galvanized Sheets. — There is no change in the galvanized sheet situation which continues very unsettled. Black sheets continue to advance while spelter and acid are both high in price with little prospect of being cheaper for some time. There is still a considerable range in prices of galvanized sheets and some makers are keeping out of the market. The prices given in the current quotations are pretty close to the market.

Black Sheets.—Prices of black and blue annealed sheets are very firm and have an upward tendency. The mills are running full time and have a large amount of work ahead. Prices of black sheets continue to advance in the States which will affect local quotations.

Butts and Hinges.—Makers of butts and hinges have raised their prices but jobbers have not as yet made any change, although by next week the new list will no doubt be available.

Pipe.—Prices of wrought iron pipe are holding very firm. Lead pipe is also very firm and unchanged at 10c and waste pipe at 11c per pound.

Wire Nails.—The market is very strong and an advance in price may be announced any time. The market is very strong in the States and prices are going up, which will no doubt result in higher prices here. Wire nails are quoted at $2.85 and cut nails at $2.90 per keg.

Wire.—The market is very unsettled and higher prices may be announced any time now. Raw materials are going higher all the time and makers of wire will only quote against prompt acceptance. Prices of galvanized fence wire are still withdrawn.

Rivets.—An advance in copper rivets is expected very shortly as the raw material is increasing in cost. The discount for copper rivets is 20 per cent. and iron rivets 65 per cent.

Rope.—The market is steady and prices of most lines of rope and twine are very firm. The market in the States is strong and prices are higher there for hemp twines. There is no improvement in the raw materials situation and the sisal market is very unsettled owing to the action of the Mexican Government in taking over the control of the sisal production.

WINNIPEG

WINNIPEG, Man., Dec. 30, 1915.—It is remarkable to what an extent business has kept up during the month of December. In looking back over the number of orders handled, jobbers are agreed that it has been an unusual condition which has prevailed. This is due, no doubt, to the hand-to-mouth buying which the biggest percentage of the retailers have been doing all year, and their desire to keep stocks low until after stock-taking.

During the next few weeks retailers throughout the country will be taking their inventories. It is absolutely essential that every retailer make a fair statement of his stock.

Price Changes.—A number of price changes have gone into effect, and, as usual, lines of wire and steel are the ones affected principally. Readers of this column will notice many lines taking a further advance, which we advised booking some time ago, and the advantage in so doing would be now apparent.

Leather belting has taken a further jump, and the discounts as quoted today are as follows: Standard, 50 and 5 per cent. off list; extra, 40 and 10 per cent. off list.

Prices on stove pipes have been made for next year, and the prices now quoted on standard are noted herewith: 6 in., $9.75 per 100 lengths; 7 in., $10.50 per 100 lengths.

Stove pipe elbows are quoted: 6 in., $1.53 per doz.; 7 in., $1.71 per doz.

Lead pipe has taken a further advance, and prices now read as follows: In coils, $10.40 per 100 lbs.; in less than coils, $11.40 per 100 lbs.

The new prices mentioned last week on hoop iron are given herewith:

Hoop Iron—	Per 100 lbs.
¾ x 19	$4 75
⅞ x 19	4 50
1 x 19	4 50
1¼ x 19	4 50
1½ x 19	4 25
1¾ x 19	4 25
2 x 19	4 25
2 x 3-32	4 25

Pipe Higher.—New prices on wrought iron pipe, both black and galvanized, represent a further advance of about 5 per cent.

Black Iron Pipe—	Per 100 ft.
¼"	$ 2 93
⅜"	3 02
½"	3 78
¾"	4 41
1 "	6 75
1¼"	9 00
1½"	10 58
2 "	14 22
2½"	22 65
3 "	29 70
3½"	55 10
4 "	42 50
4½"	52 20
5 "	59 40
6 "	77 40
Galvanized Iron Pipe—	**Per 100 ft.**
¼"	$ 4 55
⅜"	4 64
½"	5 67
¾"	6 98
1 "	10 31
1¼"	12 60
1½"	15 30
2 "	19 80
3 "	46 80

The latest discounts on bolts and nuts are as follows:

Carriage Bolts, ⅜ and smaller, 50% off list.
Carriage Bolts, 7-16 and larger, 35% off list.
Machine Bolts, ⅜ and smaller, 50% off list.
Machine Bolts, 7-16 and larger, 40% off list.
Sleigh Shoe Bolts, ⅜ and smaller, 40% off list.
Sleigh Shoe Bolts, 7-16 and larger, 35% off list.
Plow Bolts, 40% off list.
Coach Screws, 55% off list.
Tire Bolts, 62½% off list.
Square and Hex Nuts, case lots, 1½c lb. discount.
Square and Hex nuts, small lots, net list.

Well Casing, Inserted Joint.

	Winnipeg	Ft. William
4¼	$36 35	$33 75
4½	37 20	34 25
5	45 15	41 75
5⅝	52 05	47 65
6¼	57 30	52 50

Many travellers' conventions are slated for this week, and the knights of the grip are wearing the broad smile of men expecting big things for the New Year. Already a very satisfactory number of spring cars have been booked, and shipments are due to be made, starting early in January. There is going to be great rivalry for next year amongst the travellers of each organization, as well as between the various organizations, to see who will carry off the greatest honors.

LONDON

LONDON, Ont., Dec. 30, 1915.—A number of important price changes have again taken place this week. Wood screws have advanced, following the advance reported at Toronto last week. Nails are firm, and a further advance is predicted for the near future. There has been a falling off in trade this week, as is usual during the holiday week, following the Christmas rush. Local wholesale houses are stock-taking, and travellers are in until the New Year.

Christmas business was good right up to Christmas Eve, and the volume of December business compares favorably with the best of former years. Most firms report a substantial increase over the business of December, 1914. There is a scarcity of some lines of cutlery and skates. Higher prices on many lines are expected early in the New Year, despite the abnormally high prices which are now prevailing on many lines.

Wood Screws Advance.—New discounts are in effect on bright, brass and bronze wood screws. They are as follows:

Flat Head, bright	85 % off list
Oval Head, bright	80 % off list
Round Head, brass	80 % off list
Flat Head, brass	62½% off list
Oval Head, brass	60 % off list
Round Head, brass	60 % off list
Flat Head, bronze	57½% off list
Oval Head, bronze	52½% off list
Round Head, bronze	52½% off list

Linseed Oil.—Although prices on linseed oil are unchanged, they are firm. There is very little change in the local situation. The demand at present is not heavy. Quotations locally are as follows:

	Per gal.
Raw linseed oil, 1 to 2 bbls.	87c
Raw linseed oil, 3 to 5 bbls.	86c
Raw linseed oil, 6 to 9 bbls.	84c
Boiled linseed oil, 1 to 2 bbls.	90c
Boiled linseed oil, 3 to 5 bbls.	89c
Boiled linseed oil, 6 to 9 bbls.	87c

Turpentine remains unchanged, and is quoted in single-barrel lots at 86c per Imperial gallon; 2 to 4 barrels, 85c per Imperial gallon; 5-gallon lots, 93c per Imperial gallon.

Wire Goods.—Wire nails are firm, but unchanged at $2.85 base; cut nails are quoted at $2.95 base. Wire fencing remains at the prices to which it advanced two weeks ago, as follows:—Barb, $3.45 per 100 lbs.; No. 9 galvd., $3.10 per 100 lbs.; No. 12, galvd., $3.25 per 100 lbs.;

(Continued on page 44.)

WEEKLY PAINT DEPARTMENT

How War Affected Paints and Brushes

Prices of Ready-Mixed Paints Advanced Considerably During 1915 as a Result of War—Makers State Reduction Not Warranted—How War Affected Supply of Bristles

IN last week's issue of Hardware and Metal; details are given regarding the trend of linseed oil, turpentine, white lead and dry color prices during the year 1915.

Further information regarding prices of other products sold in the paint department, should prove interesting at this season, when stock-taking is in full swing.

Ready-mixed Paints

Hardware and Metal on April 10, 1914, announced advances in the price of ready-mixed paints, to go into effect on April 15, and to apply to deliveries after May 1. The advances were: General lines of mixed, incluindg floor and porch paints and enamels, 10c a gallon, excepting bright reds, on which the increase was 25c:; flat oil paints, 10c a gallon, with 50c a gallon for bright reds; barn paints, 5c a gallon; carriage paints, a small advance for all colors, excepting reds, which went up 33 1-3 per cent.; wagon paints, 10 per cent. advance on all colors, excepting reds, which advanced 25 per cent. Colors in oil—Greens, 1c lb.; other colors, 2c lb., excepting vermilions, Prussian blues, Chinese blues and Japan colors, which were withdrawn.

The most radical change took place on June 15, and represented an advance of 20 cents per gallon on a number of ready-mixed lines. After repeated predictions that there would be a decline in the price of ready-mixed paints, Hardware and Metal announced on October 30 that a reduction of 10c per gallon on house paints, excepting whites, outside porch paints and flat wall paints. Other lines remained unchanged.

Several paint manufacturers claimed that the reduction was not warranted, and it is said that had the price adjustment been left a few days longer, there would certainly have been no reduction made by the manufacturer. Since then, lead, zinc, linseed oil, turpentine and other raw materials which enter into the manufacture of paint have become firmer, and in many cases advanced in price.

Same raw materials which are used extensively in making high-grade paints have become almost unprocurable at any price, and unless conditions improve to a considerable extent, paint will probably be considerably higher in price by spring. Manufacturers state that dealers at present have every encouragement to book good and strong for spring at prices which are prevailing at present.

The outlook for spring business in paint lines is exceptionally bright. A feeling of optimism is percolating throughout all branches of the paint trade, that did not exist at this time last year.

Retailers are booking freely for 1916 delivery. Improved business conditions, a bright future outlook and the expectation of higher prices on some paint lines has greatly stimulated buying for spring.

Situation in Brushes

The sale of paint brushes during 1915 has been very satisfactory. There was a good domestic demand, while war orders were responsible for a heavy demand for shoe brushes, shaving brushes, horse brushes, cloth brushes, etc.

During the fall of 1914 following the outbreak of the war, the price of bristles advanced about 40 per cent. Many manufacturers in Canada were forced to gauge their 1915 prices on the basis of the advanced costs of raw materials.

Bristles used in brush making come principally from Russia and China. During 1915, spasmodic shipments of bristles in fairly large quantities were received from Russia. The shipments in the aggregate, however, were far below the usual quantity received from this source.

Prices on paint brushes are said to have been kept remarkably low, when conditions are considered. It is predicted that there will be a serious shortage of bristles during 1916. With an improvement in paint consumption during 1916, there is bound to be an improvement in the demand for paint brushes. It is also expected that the cost of black or China bristles will advance considerably during the early part of 1916, and if such is the case many lines of brushes are also bound to advance.

Edmonton Notes

C. E. Race, of Race, Hunt & Giddy, has returned to the city from a trip to Peace River Crossing, where he has been successful in securing an opening for hardware for his firm.

The salesmen and administative staff of Marshall Wells, Alberta, Ltd., were the guests of a dinner held at the Macdonald Hotel, over which J. F. McMullen, the manager, presided. Salesmen present were S. M. McLeod, H. Bearstoe, W. Robinson, W. Mores, H. Hughes, A. E. Fulthorpe, R. R. Butler, R. McLure, C. Roy, A. Withey, and J. F. McMullen, manager; W. Montgomery, traffic manager; W. Peters, manager of the cutlery department; J. Mohr, buyer, and H. Flowers, manager of the Sommerville Hardware Co. H. Wilkins and Mr. Perrett were also guests. A pleasing incident of the gathering was the presentation of a set of silverware to J. Mohr, general buyer for the company on the occasion of his approaching marriage.

HARDWARE LETTER BOX

Manufacturer of "Lustro" Gasoline Mantle

Bruin Bros., of Lion's Head, Ont., wish to know the name of the manufacturer of the "Lustro" soft inverted mantle for gasoline systems, No. 2c—1066. Canadian Patents Nos. 131, 734. U. S. Patents, Nos. 940, 639, 975.

Can any of our readers kindly supply the desired information?—Ed.

Charcoal in Large Bags

P. Nase & Son, Ltd., Indiantown, St. John, N.B.—Please advise where we can secure charcoal in large bags.

Dominion Chemical Co., Sherbrooke, Que.

Hamilton Facing Co., Hamilton, Ont.

Standard Chemical, Iron & Lumber Co. of Canada, Montreal, Que.; Toronto, Ont.—Ed.

BEX-O-LAC REG'D. 1912 —*the King of Brush-Settings*

BEX-O-LAC is a brush-setting of an entirely different nature to any of the so-called compounds used by Brush Manufacturers to set the Bristles in, as we found that we could not depend on the many mixtures with rubber, resin, etc., for their basis.

And Furthermore

BY USING BEX-O-LAC THE BRUSHES ARE NOT SUBJECTED TO ANY PROCESS INVOLVING INTENSE HEAT, TO HARDEN THE SETTING, AS SUCH IS VERY INJURIOUS TO THE ELASTICITY AND PAINTING QUALITIES OF THE BRISTLES.

After several years of experimenting, we have been successful in working out a formula—the product being superior to anything now used as a brush-setting, and one that will absolutely, under all conditions, hold each and every bristle firmly in its place.

This brush-setting is protected under the registered name of "Bex-o-lac," and is used only in the manufacture of

BOECKH'S PAINTERS' BRUSHES

which are guaranteed not to shed the bristles.

THE BOECKH BROS. COMPANY, LTD.

TORONTO, CANADA

Your Store is What You Make It—

Conduct business on the quality and value basis and trade comes easily.

When it comes to paints and varnishes, you'll take the right step by securing the agency for

Jamieson Line

It has never disappointed and it never will. We realize that the more our agents sell the more business we'll get, and therefore put forth our most diligent efforts to produce and maintain a superior quality of product.

Write for our proposition.

R. C. JAMIESON & Co., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

WEEKLY HARDWARE MARKETS

(Continued from page 41.)

No. 13 galvd., $3.35 per 100 lbs.; No. 9 coil spring, $3.15 per 100 lbs.

O and A wire remains unchanged as follows: No. 10, $3.16 per 100 lbs.; No. 11, $3.22 per 100 lbs.; No. 13, $3.30 per 100 lbs.; hay baling, No. 14, $3.40 per 100 lbs.

Spring Booking

Quotations on poultry netting are still withdrawn. Harvest tools are quoted at 40-12½ per cent.; painted screen wire cloth is quoted in 100 ft. rolls at $1.70 per 100 feet; in 50 ft. rolls at $1.75 per 100 sq. ft.

EDMONTON

EDMONTON, Alta., Dec. 30.—The holiday trade is over and merchants are well satisfied with the volume of business done. Stores were kept open late for several evenings previous to Christmas in order to give shoppers every chance to make their purchases early. While the more expensive articles suitable for presents were avoided, there was a good trade in smaller and cheaper lines. Wholesalers report that stocks of holiday goods, cutlery, sleds, etc., are almost cleaned out. Bookings for spring have been satisfactory, hardwaremen anticipating a rise in many lines with the new year. Collections are said to be good generally.

Activity North of Edmonton.—Peace River Crossing, north-west of Edmonton, is the scene of some activity at the present time, following the opening of a regular passenger train service. Excavation work has begun for the concrete piers and abutments of the new steel bridge which is to be built over the Heart River at this point. The steel work will be some six hundred feet long and over three hundred feet high. Considerable fur trading is done here. Revillon Wholesale, Ltd., have opened a branch warehouse with a stock of hardware and groceries. The old fur trading warehouse of Revillon Freres has been utilized. J. E. Brown, the manager of the Edmonton house, is at the Crossing supervising the opening of the new business. Several retail stores have also opened recently.

WEEKLY PAINT MARKETS

(Continued from page 46.)

paign. There are few price changes to note this week, but the market is very firm, and some lines, notably mixed paints, are expected to advance early in 1916. The linseed oil market is very strong and higher prices are practically assured. Turpentine is weaker, but unchanged. Gasoline, benzine and coal oil have advanced, which was expected as there is no improvement in the oil situation. Crude oil has become very scarce and higher and there is an unusually heavy demand for gasoline.

Ocean freight rates have been gradually getting higher all the year and have consequently assisted in raising prices of materials imported from England, while in addition the shortage of tonnage has made it often extremely difficult to get shipments over. In this regard glues and whiting especially have been affected. At the present time conditions are worse rather than better and a scarcity of whiting is expected in the spring. Considerable fluctuations have occurred in white lead and the market has been very firm for the greater part of the year. Pig lead has been for the most part firm, especially during the latter half of the year and lead in oil has consequently advanced to the prevailing high level. Prices of mixed paints are now generally conceded to be lower than is warranted considering the high cost of all raw materials. Mixed paints did advance earlier in the year but were later put back. Since then, however, lead, zinc oxide and linseed oil have become more expensive so that logical result would be higher prices for mixed paints.

To deal comprehensively with the linseed oil market would fill a book. The general trend of prices during 1915 appeared in Hardware and Metal last week. The demand for oil has not been particularly heavy at any time during the year, but conditions in the flaxseed market during the last six months have been such that the oil market has been for the greater part of the time unsettled and prices have been steadily advancing until the prevailing high level has been reached. The flaxseed crop has been known for some time to be light and in addition a comparatively small amount of seed left the farmers' hands, thus further complicating the situation. The latest report is to the effect that the crop is even lighter than was estimated and with the difficulty at present being experienced in getting seed to the East to the crushers, the situation has become serious. With seed high in price and with the crushers experiencing such difficulty in obtaining supplies it is reasonable to suppose that linseed oil will advance to higher levels than at present prevailing.

The turpentine market has been fairly steady during the year. The local market is largely influenced by conditions prevailing in the primary market at Savannah. The crop in the South was light last spring but as the demand has hardly been up to normal, no particular scarcity has been felt. Stocks of turpentine are, however, becoming depleted, and although the market has recently been weak it will no loubt become firmer during the next two or three months and prices may consequently advance.

Linseed Oil.—The flax seed market is very strong and comparatively little seed is coming to the crushers. It has been stated on good authority that the seed crop is considerably lighter than was estimated. The crop was generally known to be light, but this new development will tend to stiffen the market. The demand for oil is very light and the market this week is quiet. There is, however, a firm undertone to the market and every indication of higher prices in the near future. The spread of prices has narrowed up ranging from 85c, 88c, and 87c to 90c. The following prices are more generally being quoted in Toronto:

	Raw	Boiled
1 to 2 barrels	87c	90c per gal.
3 to 5 barrels	86c	89c per gal.
6 to 9 barrels	84c	87c per gal.

10 barrels and over, open.

Linseed Oil Sharp Advance.—Since the above item was written some Toronto dealers have advanced prices of oil, the new quotations being as follows:

	Raw.	Boiled.
1 to 2 barrels.....	93c	96c per gal.
3 to 5 barrels.....	92c	95c per gal
6 to 9 barrels.....	90c	93c per gal.

Turpentine.—The market at Savannah is firmer and prices a little higher there. Stocks of turpentine in the South are gradually becoming depleted which will have a tendency to hold the market firm. The local market is a little stronger but prices are unchanged. The market has been very quiet during the week, and stocks in the hands of jobbers are very light. Turpentine is being quoted locally as follows: 1-barrel lots, 86c; 2 to 4-barrel lots, 85c, and 5-gallon lots 93c per Imperial gallon.

White Lead.—The position of white lead at the close of the year is certainly a strong one. Indications point to higher prices for pig lead owing to the heavy demand but white lead in oil will probably remain at the present level unless the pig lead market attains a considerably higher level.

Pure white lead is firm at $10.20 per 100 pounds in ton lots with 30c extra for less than ton lots.

Mixed Paints.—No developments have to be recorded in ready mixed paints. Prices are very firm, and an advance is looked for early in January.

Gasoline and Benzine Higher.—As predicted in Hardware and Metal an advance has been announced in gasoline, benzine and coal oil. Prices are 2c higher for gasoline and benzine, and ½c to 1c higher for coal oil, according to grade. The gasoline situation is very acute owing to the shortage in the supply of crude oil and heavy demand for gasoline. Crude oil continues to advance in price and the available supplies are not sufficient to yield large enough quantities of gasoline as are required at the present time. Indications point to further advances in gasoline.

Whiting.—The market is very firm, and supplies are becoming very scarce. There is no improvement in the situation as regards getting supplies and whiting is becoming more costly to import. Higher prices for whiting are anticipated.

Glass.—The market has been quiet during the week, but the situation is much improved.

Putty.—The demand for putty is light, but prices are very firm as raw materials are increasing in cost. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

Pure putty, 60c per 100 lbs. advance.

AXE HANDLES

Buy handles with a guarantee.

The quality of the Empire, Imperial, Peerless and Champion axe handles are guaranteed.

Made of the toughest hickory.

Well made and nicely finished.

Every handle labelled and packed in individual paper sack.

Get prices on them.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

CANADA FIRST
Clothes Wringers

Every Kind for Every Need

Hardwood Frames
All-Metal Frames
Plain Bearings
Steel Ball Bearings
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

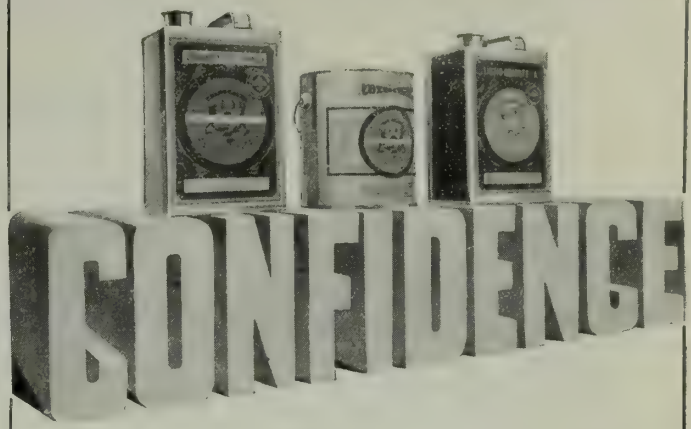
None better made anywhere

MADE BY

Cummer-Dowswell, Limited

HAMILTON - - ONT.

SOLD EVERYWHERE



THE large and constantly growing demand for Berry Brothers' varnishes is based on such a firm foundation that it cannot be shaken.

Since our label first appeared in 1858 the call for Berry Brothers' varnishes and enamels has steadily increased. Their uniform excellence has always been maintained and the label of Berry Brothers is accepted without question by varnish buyers as a guarantee of quality and a sure protection against inferior varnishes.

You can insure satisfactory and profitable varnish sales, and increase the volume of your varnish business by making a leader of Berry Brothers' lines.

Here are four of the most saleable wood-finishing specialties:

Luxeberry White Enamel

Makes a permanent snow-white finish in either dull or gloss effects.

Liquid Granite (*for floors*)

Also for all interior work exposed to hard wear such as bathrooms, window sills and casings, etc. Waterproof lasting, mar proof.

Luxeberry Wood Finish (*for general interior work*)

Develops and preserves the grain of all woods, and makes a permanently beautiful finish.

Luxeberry Spar (*for exterior use*)

Made especially for durability under outside exposure. Front doors, store fronts, marine finishing, etc.

Write for our price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Factories: Detroit, Mich.; Walkerville, Ont.; San Francisco, Cal.

Branches in all Principal Cities of the World.

(206)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 30.—The year is closing on a period which in the paint trade has been a generally satisfactory one under the conditions prevailing; that it would be up to the normal was not to be expected. Compared with 1914, the showing is a remarkably good one, and the outlook for 1916 is regarded with optimism on the strength of booking already placed and the general improvement in the store and industrial trades. In the annual results the dullness of the fore part of 1915 have been offset by the good business done during the last four months. This consisted not only of substantial bookings for spring delivery, but unusually heavy prompt deliveries, indicating not only that the future situation was regarded as strong, but also that stocks had been run down to a low stage, and that the retailers, with confidence in a renewed demand in season, were getting their shelves filled. The December deliveries were unusually heavy for that month, and strong indication of the change in trade sentiment. This, of course, applied largely to the early part of the month, there being small interest shown during the last Christmas rush and the between-holiday week, when the travellers were off the road.

The great factor in the paint situation has been—during 1915 and promises to continue during 1916—the ever-changing situation as regards prices. All the important ingredients used in the manufacture of ready-mixed have risen materially in cost, including linseed oil, turpentine, lead and zinc, while the value of many colors has gone to abnormal levels, with certain shades almost impossible to procure. The result has been that quotations have not only been tending upward, but they have been very erratic and generally unsatisfactory to manufacturers, jobbers and retailers. A couple of material advances were made in the spring, but the general idea seemed to be that the conditions prevailing were temporary, and the trade was given an opportunity to book on ground-floor rates. The general assumption was that before the fall campaign there would be an improvement reaction as regards the cost of materials, which would permit of a reduction on a more or less generous scale.

With the idea that lower prices would be announced for the fall selling campaign, the summer buying was very dull. However, when the time for an announcement came it was found that instead of the reduction in raw materials which had been hoped for, there had been a continued stiffening of the whole range, and that a further advance was a more logical step than was a reduction. A slight concession was made merely because of the prospects which had been held out, but it was not warranted. Since that time the stiffening process has continued, and the present situation is that the quotations to the trade are low in proportion to the cost of production. There has been talk of an increase from time to time, and this talk has become more general with the new year, but there is a difference of opinion as to whether a decisive step will be taken at an early date or whether action will be deferred until the end of the present selling season—about the 1st of May. In any event, higher prices are a logical development unless there is a reaction in the markets for raw materials—and such a reaction is not at present in sight. It has been this firmness which has encouraged good spring booking, with a larger than usual proportion of immediate deliveries.

A feature of the week is the advance in wax and candles as well as coal oil, while lubricants are also on the upgrade. This movement has been predicted for some weeks in view of the increase in the cost of crude oil.

Linseed Oil.—The situation as regards linseed oil holds very firm, with flax continuing to stiffen in price. Crushers state that the future is very uncertain, and that developments are likely from day to day, in sympathy with the cost of seed. In the trade the price range is maintained in narrow bounds, and this is a contrast to the conditions which have prevailed for some months. Evidently the stocks of low price oil are being exhausted, and that jobbers are protecting themselves at the market; however, higher trade quotations are to be looked for if there is no relief as regards the cost of flax. One quotation of 85c and 88c is heard, but the market may be generally summed up as follows:

	Raw.	Boiled.
1 to 2 barrels	86c-87c	89c-90c
2 to 5 barrels	85c-86c	88c-89c
6 to 9 barrels	84c-85c	87c-88c

Turpentine.—There is a little easier tendency in the turpentine market, as indicated by the fact that one firm has dropped its quotation to the trade from 78c to 76c for single barrels. However, this is hardly an indication of the situation, as the basis is a couple of cents below that of the refiners. The bulk of the business seems to be done at between 80c and 82c on the single barrel basis, with the usual allowances for quantities and most of the quotations favor the top figure.

White Lead.—The lead situation has been very steady and firm recently, and there is no change in the position of white lead and little indication that there will be immediate developments in this market. The basis is $10.05, with 30c added for less than ton lots.

Gasoline and Benzine.—The advances on gasoline and benzine announced last week have been absorbed on a firm market, although the volume of business has not been great. Quotations follow:

Gasoline in wood	27½c
Gasoline in drums	25½c
Gasoline, tank wagon	25c

Benzine, 1c lower.

Advances in Oils.—Several advances in oils have taken place following the announced indications of the past week based upon the increased cost of crude. On coal oil the change is 1c per gallon and on lubricants there are some readjustments covering slightly higher quotations. In connection with lubricants, further advances are to be looked for in the near future. The following quotations are now in order:

Canadian Prime	14c
Royalite	14c
Palacine	17½c
Black oil, summer	13½c
Black oil, winter	14½c

Castor Oil.—There have been remarkable advances in the prices of castor oil since the outbreak of the war. As compared with about 8c a pound in the early summer of 1914, the barrel quotation is now about 22c and the case price is around 25c.

Candles and Wax.—Candles and wax have also been affected by the recent movement and advances of 1½c a pound have been made. This is important in relation to the former prices of 6½c to 7c on wax and 6c to 7c on candles. It amounts to about $4 additional per case for the latter.

Glass and Putty.—The glass situation is generally firm on the new quotations announced last week, and the demand is slow. The discount of 30-5 per cent. only applies to quantities up to 35 cases, above which figure the prices are open. Putty is strong on the price basis which has prevailed for some time.

TORONTO

TORONTO, Ont., Dec. 30.—The closing week of the year has been seasonably quiet. Travellers are all in until the New Year and preparations are being made for the spring cam-

(Continued on page 44.)

1916 In Beginning the New Year

Look back over the past year 1915

DO you remember last Spring when you found that you could have handled much more paint business, that probably slipped past, by your not being sufficiently stocked with a good assortment of **B-H** "ENGLISH" PAINT?

WHAT occurred last season is liable to occur to a greater extent this season, for undoubtedly **B-H** "ENGLISH" PAINT will enjoy a much wider sale and a greater demand than ever before.

OUR new advertising campaign for this season is going to develop a great deal of new business, we believe, and it is not a bit too early to make your arrangements to meet the demand for **B-H** "ENGLISH" PAINT, which opens early in the season.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb.......62—65
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%: Arrow, 25—10%. Ball caps. B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5: Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $10, Montreal, $10.50; net extras, as follows, subject to cash discount only: Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz..... 12 30
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal.. 0 26½ 0 27
Drums, gal. 0 24½ 0 25

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 60%.
Carriage Bolts ($1), list, 7-16 in., 45%.
Machine Bolts, ⅜ in. dia. and smaller, 60%.
Machine Bolts, 7-16 in. dia. and larger, 50%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 50%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 45%.
Coach and Lag Screws, 65 and 5%.
Skein Bolts, 60 and 10%.
Square Head Blank Bolts, 50%.
Bolt Ends, 50 p.c.
Plow Bolts, 50%.
Elevator Bolts, 50%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 40%.
Nuts, square, 3¼c off list.
Nuts, hexagon, 3½c off list.
Stove rods, per lb., 6½c.
Stove bolts, 80%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 46
Rods, base ½ to 1" round 0 44
Tubing, seamless base ... 0 44½
Tubing, iron pipe size, 1" base 0 42
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 55
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass)...... 4 50
Western King (Enamel)..... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

BUTTS.

No. 804 and 840, 65 and 10%; No. 800 and 838, 67½%; No. 802, 60%; No. 810 and 814, 62½%.
Ordinary, 52 sheets 3 50
All bright, 52 sheets...... 5 00

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins. doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr... 0 80 ....
Carpenter, red, gr.... 0 80 ...

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common sold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.55; ½, $4; 9-16, $4.20; ⅝ $4.10; ¾, $3.95; ⅞, $3.80; 1, $3.70
Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 30 50 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.31 25 29 50
Copper sheet, tinned, 14x60, 14 oz. 34 75 35 00
Copper sheet, planished, 14x60 base. 41 25 38 00
Braziers' in sheets, 6x4 base 30 50 29 50

CORD (SASH)

No. 6, lb. 0 30½
No. 7, lb. 0 29½
No. 8, No. 9, No. 10, No. 12 0 29

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 3 50
All bright, 52 sheets .. 5 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

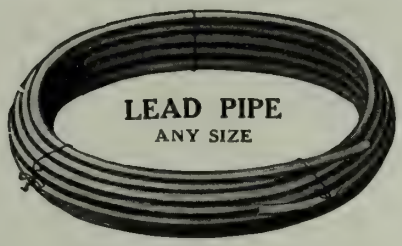
CLOCKS, ALARM

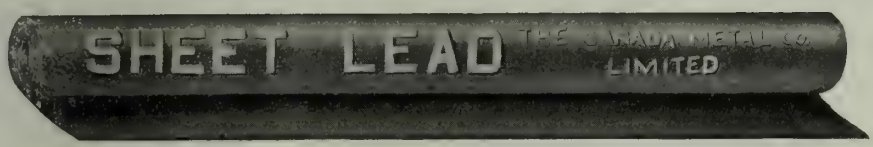
Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 40
Baby Ben, each 2 10

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.





We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

If you're after distinctive results in your paint department this year, make an early start by stocking up with

The Moore Line of Paints

It is made to perform an unusual duty, yet sells at a remarkably low price.

The Moore value attracts and commands a surprisingly large army of paint users—it's a big money-maker for the dealer.

Let us put our exclusive agency proposition before you.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney & Foot, Arcade... 75
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 75

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 37½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 65 and 5%; plugs, 65 and 5%.
London discounts: Malleable, 40%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Hollow and pressed steel.. 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 27
Drums 0 25½
Tank wagon 0 25

Toronto.

Any quantity, in bbls...... 27½
Drums, 40-gal., per gal..... 24½
Tank wagon 24
Present Price:
14 and larger 4 90
12 and smaller 5 50
Another advance expected.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15
Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $10.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt. 6 85
Masons, 5 lbs. and over, per cwt. 8 10
Napping, up to 2 lbs..... 0 10½

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40%.
Railroad and navvy pick, 25%.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.
Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs......	$1 20	$1 00
5 in., doz. prs......	1 44	1 16
6 in., doz. prs......	1 57	1 19
8 in., doz. prs......	2 13	1 60
10 in., doz. prs......	3 75	2 63
12 in., doz. prs......	4 66	4 32
14 in., doz. prs......	5 32	4 63

London price figured net at 37½%.

Light.		
3 in., doz. prs.....	0 35	0 35
4 in., doz. prs.....	0 42	0 39
5 in., doz. prs.....	0 50	0 45
6 in., doz. prs.....	0 60	0 53
8 in., doz. prs.....	0 88	0 63
10 in., doz. prs.....	1 23	0 84
12 in., doz. prs.....	2 10	1 58
14 in., doz. prs.....	....	1 93

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs... 5 25
Over 14 in., per 100 lbs.... 4 50
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.
Triplex spring hinges, 40%.
Chicago surface door (6,000), 45%.
Garden City fire house hinges, 12½%.
"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $4; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1 25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft....... 0 14½
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 35	2 50
Refined iron, per 100 lbs.	2 60	2 95
Horseshoe iron, per 100 lbs.	2 60	2 85
Norway iron	5 25	5 25
Mild steel	2 55	2 75
Band steel	2 55	2 50
Sleigh shoe steel ..	2 55	2 60
Domestic	2 55	2 50
Reeled machinery steel	3 20	3 50
Tire steel	2 65	2 75
Toe calk steel	3 50	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17
Spring steel	3 30	3 50

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05
Montreal, 25%; Toronto, 25%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $11 00
72x30, 26 gauge, case lots.. 11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain... 5 00
Sad irons, common, plated.. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each.... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless .... 20c ft.
Extra Heavy .... 28c ft.
Mechanic .... 25c ft.
Hercules .... 23c ft.
Decorator ....18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each $2 00
B.T. Standard .... 16c ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 50c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
10 ft.....	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Bobs A.C., doz...... 2 00
Copper, well jap'd. 11 25

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Cold blast, London 0 50
Prism globes 1 20
Cold blast, short ruby 2 00
Cold blast, common ruby... 2 00
Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
23-gauge, galv. metal lath.. 0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft..	9 00	9 50
Sheets, 3½ lb. sq. ft.	8 75	9 25
Sheets, 4 to 6 lbs. sq. ft.	8 75	9 25

Cut sheets, ½c per lb. extra.
Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A 9 00
New Century, style B..... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, com-
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

May the New Year
bring our many friends a full measure of happiness and prosperity.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

STANDARD GRINDERS after FIFTY YEARS

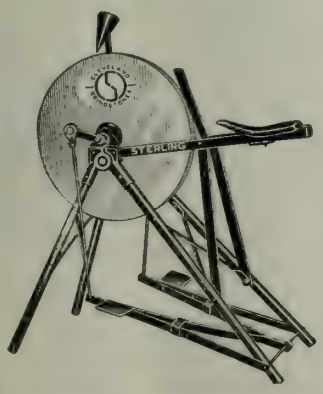
Fifty years make half a century, and it takes a mighty good article to hold supremacy in its class all that time. Cleveland Grindstones have done it! That's because they are made of genuine Berea Grit, the finest all-round abrasive known, which has a fine, even texture all through. Furthermore, every Cleveland Grindstone is specially selected by our expert graders, and we ship to a dealer only the grit best suited to his customers. You'll be "playing safe" and will make sales without a come-back if you handle

CLEVELAND Grindstones

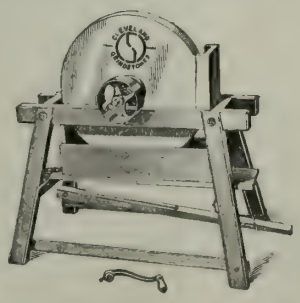
Sold only to Hardware and Implement Dealers

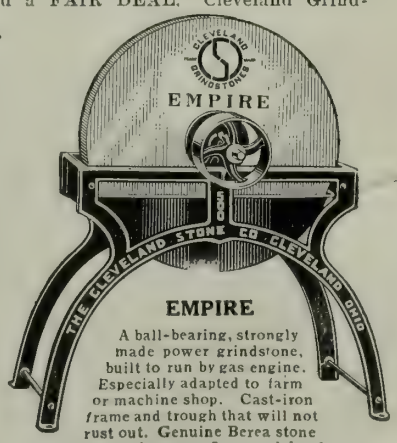
If you handle grindstones stamped with the quality mark shown above, you will be sure you're getting the **only** Berea Grit. You'll be backed by an unlimited supply, best factory equipment, expert workmen and a FAIR DEAL. Cleveland Grindstones will help you get the business that now goes out of town.
To start the ball rolling, write for illustrated Trade Price List. Tell us your jobber's name. Ask also for our famous book, "How to Keep Mail Orders at Home."

The Cleveland Stone Co.
Leader-News Bldg., CLEVELAND, O.



Farmer's Special Model (Hand or Engine Power)





EMPIRE
A ball-bearing, strongly made power grindstone, built to run by gas engine. Especially adapted to farm or machine shop. Cast-iron frame and trough that will not rust out. Genuine Berea stone
One of the many fine models of CLEVELAND GRINDSTONES

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.85 base; Montreal, $2.90 base; London, $2.85 base; Collingwood and Owen Sound, $2.90 base.

Cut nails — Montreal, $2.70; Toronto, $2.90; London, $2.95.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 25
No. 6, 2½	3 00
No. 7, 2 5-16	2 85
No. 8, 2½	2 75
No. 9, 2 11-16	2 65
No. 10, 2⅞	2 55
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Prices withdrawn.

POULTRY FENCING

	Per rod
Invincible, 1640	0 56
Invincible, 1848	0 61
Invincible, 2060	0 67

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	10 75
U.S. Navy (American).....	10 00
New hemp (English)......	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 50

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb....	0 22	0 16½
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4¼c lb.
Tea lead, chest, 4¼c lb.
Lead (heavy) pipe, etc., 5¼c.
Brass, heavy, 11½c lb.
Brass, light, 9½c lb.
Zinc, heavy, 12¾c lb.
Copper, heavy, 16¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10.50 ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12¼c lb.
Compos. turnings, No. 1, 11c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2¼c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 11
Coarse, sewer, lb.	0 09

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Plain fibre, No. 2	28-30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 45
Heavy fibre, 32 ft. x 60 ft..	2 00
Oiled waterproof building paper, 600 sq. ft. roll ...	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv
¼ in. and ⅜ in....	$ 2 40	$ 3 81
½ in.	2 98	4 63
¾ in.	3 45	5 69
1 in.	5 10	8 42
1¼ in.	6 90	11 59
1½ in.	8 25	13 61
2 in.	11 10	18 32
2½ in.	17 55	28 96
3 in.	22 95	38 87
3½ in.	27 60	45 54
4 in.	32 70	53 96

Lapweld.

2 in.	$ 12 58	$ 19 80
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 05
4½ in.	41 91	66 68
5 in.	48 84	77 70
6 in.	63 36	100 80
7 in.	85 68	136 90
8 in.x25 lbs. per ft.	90 00	143 80
8 in.x28 lbs. per ft.	103 70	165 60
9 in.	124 20	198 40
10 in.x32 lbs. per ft.	115 20	184 00
10 in.x40 lbs. per ft.	148 30	236 90

PIPE (LEAD)

Lead pipe, $10.
Lead waste pipe, $11.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off. 7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths...	4 00
3 inch, in 10-ft. lengths...	4 85
4 inch, in 10-ft. lengths...	6 40
5 inch, in 10-ft. lengths...	8 75
6 inch, in 10-ft. lengths...	10 65

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 75	2 75
Heads, per 100 lbs. ..	3 00	3 00
Tank plates, 3-16 inch	3 00	3 00

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 65%.

Iron burrs, 65%.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)....	2 45
2 ply R.R.	0 85
3 ply R.R.	1 10
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Carpet felt 2 75	3 00
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 85
Ready 3-ply, Shield, per roll	1 10
Compo Certainteed, 1 ply...	1 40
Compo certainteed, 2 ply...	1 75
Compo certainteed, 3 ply...	2 10
Liquid roofing cement, per gal, in barrels	0 18
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Hemp, deep sea line basis..	29
Hemp, tarred ratline basis..	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	13½
Italian rope basis	29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance ...	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales.	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale ...	50 p.c.
Dominion Platform Scales.	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz

D Handle	$ 3 60
L Handle	3 60

SCRAPERS. Doz.

Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.

Wood, F. H., brass........	62½		
Wood, R. H., brass........	60		
Wood, F. H., bronze	57½		
Wood, R. H., bronze	52½		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 20	3 20
12 gauge	3 25	3 25
14 gauge	3 05	3 05
16 gauge	3 10	3 10
18-20 gauge ...	3 25	3 25
22-24 gauge ...	3 35	3 35
26 gauge	3 40	3 40
28 gauge	3 50	3 50

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	4 50
16-20	5 40	5 15	....
18-20	....	. ..	4 70
22	....	. ..	4 95
22-24	5 50	5 30	....
24	....	....	5 00
26	5 75	5 45	5 80
28	6 00	5 75	6 10

"Premier" galvanized sheets — 10¾ oz., $5.75; U.S. No. 28, $5.50; U.S. No. 26, $5.25; 22 and 24-gauge, $5; 18 and 20-gauge, $4.80; 16-gauge, $4.20; 14-gauge, $4.40.

Colborne Crown — 16-20 gauge, $4.80; 22-24 gauge, $5; 26-gauge, $5.25; 28 gauge, $5.50.

Apollo Brand.	Montreal	Toronto
14 gauge	4 40	3 90
16 gauge	4 40	4 05
18-20 gauge	4 60	[illegible]
22-24 gauge	4 70	4 35
26 gauge	4 80	5 00
28 gauge	5 30	5 30
10¾ ozs.	5 50	5 50

Add 25c for less than case lots.

ESTABLISHED A.D. 1830

Do You Sell These JOHNSON Garden Tools?

A GOOD VARIETY OF STYLES — ONLY ONE QUALITY—THE BEST

No. 215—A Leader.
Finished in Blue Enamel.

No. 2120—Socket—Long Handle.
Blade Polished and Enameled Red.

No. 217—Transplanter.
A Most Handy Implement.

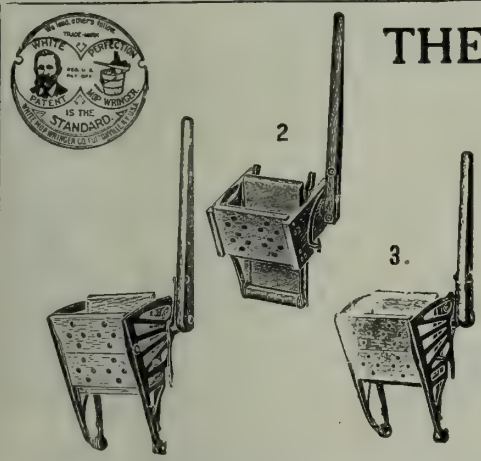
Handsomest and Best Made Implements on the Market. THEY SELL ON SIGHT.

No. 300—Spading Fork.
Tines Polished and Enameled Blue. Polished Handle.

No. 2500—Asparagus Knife.
Forged—Hardened and Tempered.
Fine Finish.

No. 400—Spading Fork.
Finished in Red Enamel

Manufactured by **William Johnson, Hedenberg Works, Newark, N.J.**
WRITE TO-DAY FOR BOOKLET SHOWING 19 NUMBERS



THE WHITE MOP WRINGERS
Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
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through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

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JOHN BAYNE MACLEAN, President
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JOHN APPLETON, Editor

THE FINANCIAL POST OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs
and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS
Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 35 cents.

SOLDER, WIPING.
Acme 0 22
Commercial 0 22½
Easy 0 22¼
Star Extra 0 23¾
Strictly standard wiping. 0 24

SPELTER
See weekly report.

STAPLES Per cwt.

	Montreal	Toronto
Fence staples, galv., in kegs	4 05	4 05
Fence staples, galv., 25 lb. boxes	4 30	4 30
Fence staples, bright, in kegs..	3 20	3 20
Fence staples, bright, in 25-lb. boxes	3 45	3 45
Poultry netting staples, 10-lb. boxes	6 85	
Poultry netting staples, 25-lb. boxes	6 45	
Poultry netting staples, 100-lb. boxes	6 05	
Solid, 3 to 30 lbs., per cwt..	1 60	

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks. blued, bulk, 85 p.c.; trunk tacks. blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp. blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks. 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 50 and 10; brass cobblers' rivets, 15 and 7½.
Above list is under revision. See panel on page 43 of last week's issue.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands. 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	14 00	14 00
100 ft., 2 in.	10 00	10 00
100 ft., 2¼ in.	11 00	11 00
100 ft., 2½ in.	12 85	12 85
100 ft., 3 in.	13 30	13 30
100 ft., 3½ in.	16 25	16 25
100 ft., 4 in.	20 75	20 75

TUBS

Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enameled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED
Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 30%.
Brass wire. 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17. $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto. Montreal, London.

WIRE, FINE STEEL
Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27. $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.05; No. 14, $3.10; No. 15, $3.20; No. 14, $3.40 London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.00 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls. $1.70 per 100 sq. ft.; in 50-ft rolls, $1.75 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt

	Toronto	Montreal
Barb		3 85
No. 9, coil spring.		3 50
No. 9, plain galv..		3 45
No. 12, plain galv.		3 65
No. 12, plain galv.		3 70
O. & A., No. 10....	3 16	3 16
O. & A., No. 11....	3 22	3 22
O. & A., No. 12....	3 25	3 25

F.o.b. London: Barb, $3.45; No. 9, gal., $3.10; No. 12, gal., $3.25; No. 13, gal., $3.35; No. 9, coil spring, $3.15.

WIRE ROPE
Galvanized, 1st grade, 6 strands 24 wires, ⅜. $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 35
No. 13 .... 3 45
No. 13½ 3 50
No. 14 .... 3 60
No. 15 .... 3 80

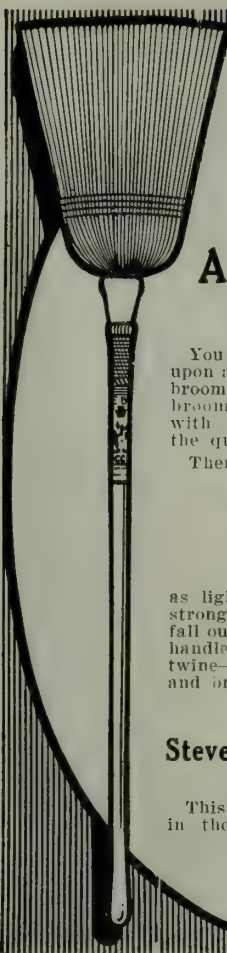
WRINGERS, MOP
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight. 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—Less 20 p.c.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 23¾
Part cask	0 28	0 24



TRADE MARK KEYSTONE BRAND REGISTERED

A LIGHT BROOM THAT'S GOOD

You know that you had been apt to look upon a light broom as a cheap, unserviceable broom. Your customers preferred the light brooms, because they are easier to work with then they came back and kicked at the quality.

Then came the

"NUGGET" Broom

as light as the lightest, and as good and strong as any on the market—corn won't fall out, or turn up at the tip. Fine, smooth handle, stitched with four rows of yellow twine—a *good, light* broom that sells quickly and brings repeat demand.

Write for figures, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

This is only *one* of the winners in the line of Keystone Brand Brooms and Brushes.

M & S 1852

A class of brush that gets the best class of painters

MEAKINS BRUSHES ARE THE CHOICE OF THE WIDE-EXPERIENCED PAINTERS BECAUSE THERE ARE NO FALLING BRISTLES TO ANNOY AND DELAY, AND THERE IS JUST THE RIGHT AMOUNT OF FLEXIBILITY TO MAKE THEM EASILY MANIPULATED.

Their service is your guarantee of satisfied customers and re-orders.

Send for our catalogue — and then order from your jobber.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.
Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 00

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE

	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 35 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb. Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots. Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.

James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 05	$10 20
C.P. Co. Decorators Pure	10 05	10 20
Crown and Anchor	10 25	10 40
Elephant Genuine	10 35	10 50
Green Seal	10 05	10 20
Moore's Pure White Lead	10 35	10 20
O.P.W. Pure English	....	10 40
O.P.W. Decorators Pure	....	10 20
Painters' Perfect	9 30	9 45
Ramsay's Pure Lead	10 05	10 20
Ramsay's Exterior	9 50	9 70
Tiger Pure	10 05	10 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Minerva	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl., London 2 25

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 60
Sun Varnish Stains	2 00

VARNISHES.

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 30
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 15

WASTE, WHITE WIPING.

XXX Extra	0 12½
X Grand	0 11¾
XLCR	0 11
X Empire	0 10¼
X Press	0 09½

WASTE, COLORED WIPING.

Fancy	0 09
Lion	0 08¼
Standard	0 07½
Popular	0 06¾
Keen	0 06

WASTE, WOOL PACKING.

Arrow	0 20
Axle	0 14
Anvil	0 10
Anchor	0 08

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 32
Old English	0 41
Johnsons	0 41

WHITING.

Paris white	1 25
Plain, in bbls.	1 06
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

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G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.
ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.
AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.
AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.
BARS, CROW. $4 per 100 lbs.
BAR IRON.
Bar iron, $3.00; Swedish iron, $4.25; sleigh shoe steel, $3.25; spring steel, $3.75; machinery steel, $4.00; tool steel, Black Diamond, 100 lbs., $9.50; Brittain Brand Tool Steel, $8.50.
BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."
BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.
BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.
BOLTS.
Carriage, ⅜ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65¶; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 40 and 5%; 7-16 and up, 30 and 5¶.
Above prices under revision. See weekly report.
Borax, per lb., 9c.
BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.
CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.
CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.
CLEVISES, MALL. 7½c per lb.
CLIPPERS.
Stewart's, 25% off Canadian list.
COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.
DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.
ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.
FERRULES AND RINGS.
30% off.
FILES. Nicholson's, 60%.
FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.
GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.
GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.
GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.
GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.
HAY KNIVES.
Heaths, $8; Lightning, $7.50.
HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.
HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.
JACKSCREWS
55 per cent. off list.
KNOBS. Door, 307, $1.25.
IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	65 2	6 25
28 Am. or 26 Eng.	6 00	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 20	5 25
18 20 Am. & Eng..	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.
LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.
LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.
LEAD WASTE, $10.90.
LINSEED OIL
Raw, per gal., 98c; boiled, per gal., $1.01.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.
MATTOCKS.
Pick, $5.75; cutter, $5.75.
NAILS
Wire, f.o.b. Fort William, $2.95 base; Winnipeg, $3.35 base. Cut, f.o.b. Winnipeg, $3.35.
NAILS, HORSE.
Capewell, 10 per cent. off list.
NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.
NUTS
Square and hex., small lots, net list; case, 2c per lb. off.
OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.
DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.
PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.
PICKS
Clay, 6-7, $4.50 per dozen.
GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.
IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.
PLASTER. Paris, per lb., $3.75.
PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.
PLOW SHARES .....10c per lb.
POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.
PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 06

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.
ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.
SASH BALANCES (Caldwell), 37½ per cent. off.
SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.
SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.
SCREWS
Bright iron round head, 80%; flat head, 85%; round head, brass, 60%; flat head, brass [illegible]%; coach, 60%.
SCYTHES Brush, $8.50. Grass, $7.50 to $8.50.
SHEET ZINC. Any lots, 30c.
Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	3 55
17-24 gauge	3 80
26 gauge	3 90
28 gauge	4 05

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat." No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.
SOLDER
Per pound, 29 to 30c.
SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.
STAPLES
Bright wire, per cwt., $3.15 at Fort William; $3.55 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.
STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.
STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $3.55; 17 to 24 gauge, $3.80; 26 gauge, $3.90; 28 gauge, $4.05.
STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.
STEEL SQUARES
40 per cent. off new list.
TACKS
Carpet, 85 per cent. off list.
TIES. Cow, 35 per cent.
TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.
VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.
WARES
Galvanized, heavy, 25, 12½%.
WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.
WHITE LEAD
5-ton lots, $10.80; small lots $11.50.
WIRE, BARB
Lyman 4 point, $3.10 f.o.b. Fort William, $3.55 Winnipeg; Glidden Cattle, 2 pt., $2.95 Fort William, $3.20 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $2.90 Fort William, $3.15 Winnipeg; nipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; No. 9, $3.40 Fort William, $3.70 Winnipeg. Plain galvanized, No. 12, $3.40 Fort William, $3.90 Winnipeg.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.
WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.
WIRE, ANNEALED
0-9, $3.30; 10, $3.36; 11, $3.32; 12, $3.50; 13, $3.60; 14, $3.70; 15, $3.85; 16, $4.
WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.
WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

FERNALD QUICK-SHIFT

Every time a shaft bolt rattles, every time one rusts and sticks and makes shaft changing a time-wasting, temper-rasping job—

—just so often is another Fernald Quick-Shift buyer created.

Are you there with the goods when the demand comes over your counter? If not, your jobber can supply you.

Fernald Manufacturing Company, Inc. North East, Penn.

How to Invest Money

By GEORGE GARR HENRY

One of the most useful and easy-to-read books ever written on the elementary principles of investment.

Will save the ordinary investor many mistakes. Price, prepaid, $1.00. Insure your capital by ordering this book at once from

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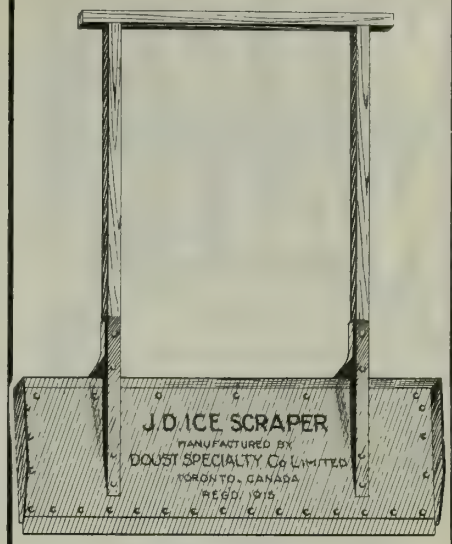
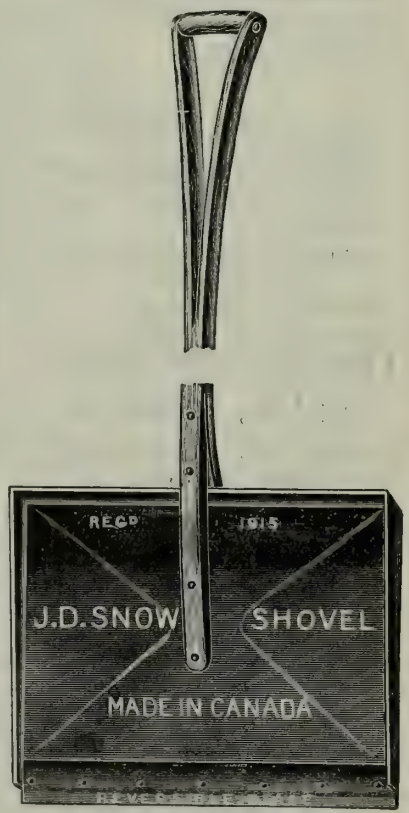


TO THE TRADE:

The J. D. ICE SCRAPER

fills a long-felt want by owners of skating rinks. It combines strength, utility and lightness, and is easily handled by one man.

It has been endorsed by and supplied to the Toronto Parks Department for use in all the rinks owned by the City of Toronto. **Price $48.00 dozen**



The J. D. SNOW SHOVEL

is a new shovel every hardware merchant should stock. It is strongly built and made to wear.

A very important feature about it is the reversible steel blade, which, when one edge is worn down, can be reversed in a few minutes, thus giving the shovel a new lease of life. **Price $6.75 dozen**

Manufactured by the

Doust Specialty Co., Ltd.
77 York Street, Toronto, Canada

WIRE NAILS

ANY SIZE OR PATTERN

One quality—the best.

The points and heads are perfect, and we have taken special care in the drawing so as to obtain a regular gauge.

WIRE BALE TIES

For baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES

Bright or Galvanized

WIRE FENCE STAPLES

WIRE

Bright, annealed, coppered, stove pipe, liquor finished, square, etc.

We are the exclusive manufacturers for Canada of the Carnegie Steel Co.'s

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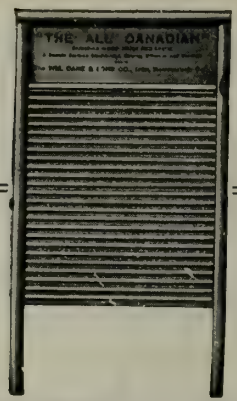

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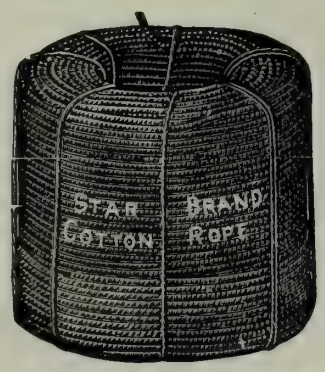

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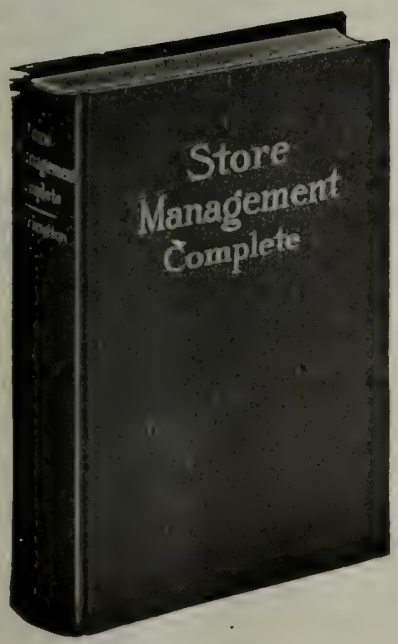

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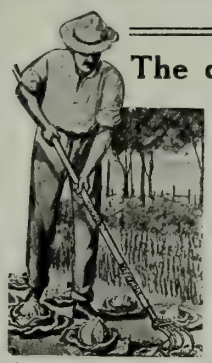
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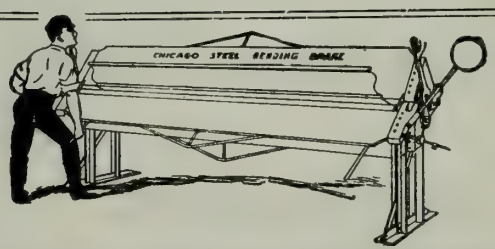

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A STRAIGHT TALK FROM THE MANAGER

No. 27

New Year's Resolutions

This is the open season for promising one's self to be good for the next twelve months. Everybody is "resoluting" and, of course, you will have to join in the procession.

But, instead of the usual silly kind of New Year's Resolution (such as swearing off smoking or eating candies), why not make up your mind to do some one thing conscientiously, throughout the year, which will really help you to become a better business man, and more especially, a better hardwareman?

I do not know of any New Year's Resolution more likely to accomplish this result than the determination to carefully study each week's issue of Hardware and Metal throughout the year. Developments in the hardware trade have been spectacular in the year just past, but they promise to be even more so in 1916. To keep fully informed, you should read every issue of Hardware and Metal, and especially the advertising pages, where you will constantly unearth new selling ideas that will spell profit for merchants and promotion for clerks. And there's another thing. Having made this resolution, be sure to keep it up for the twelvemonth, and do not let it fritter away into forgetfulness around the first of February, as so often happens to the silly kind of resolutions.

J. G. L.

Hats off to 1916

Stock-taking is general—and if you have not a full range of Ross Sporting Models, including the Ross .22 Cadet Rifle, you are taking chances on sending good business to your competitors.

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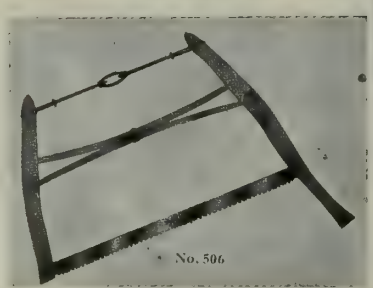


Atkins Wood Saw Blades and Frames complete. Fully up to the Atkins standard.

E.C. ATKINS & COMPANY

Factory: Hamilton, Ont. 109 Powell St., Vancouver, B.C.

Conductor Pipe, Gutter, Ridge, Valley, Nosing, Conductor Elbows, Hold Fasts, etc.

Special prices on application

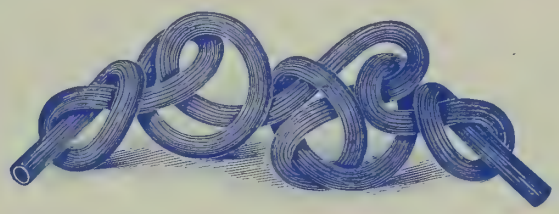
- - PROMPT SERVICE - -

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

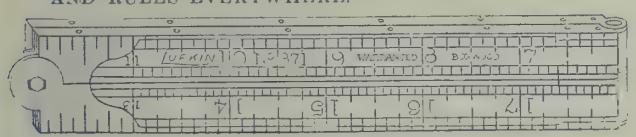
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

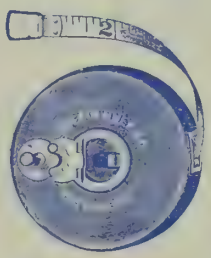
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.





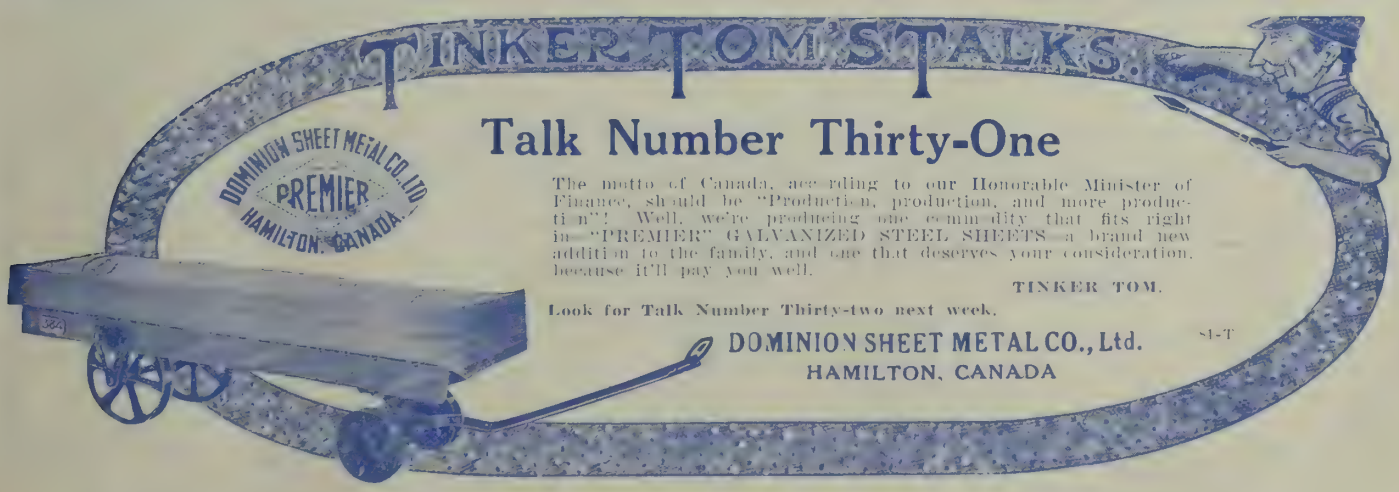
Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

TINKER TOM STALKS

Talk Number Thirty-One



The motto of Canada, according to our Honorable Minister of Finance, should be "Production, production, and more production"! Well, we're producing one commodity that fits right in—"PREMIER" GALVANIZED STEEL SHEETS—a brand new addition to the family, and one that deserves your consideration, because it'll pay you well.

TINKER TOM.

Look for Talk Number Thirty-two next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

S1-T

GOODELL PRATT

1500 GOOD TOOLS

Mr. Punch

Wishes you the best of New Years.

He begs to inform you that he is enjoying very good health and is growing rapidly.

He is always at your service.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 January 8
No. 2 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

Don't Have Any Grouches Amongst Your File Customers

Nothing starts a grouch quicker than a file that wears out too soon. And it's the hardest thing in the world for you, Mr. Dealer, to cure that grouch. Best thing to do is never let it start. Stock and sell only these famous brands

**GLOBE, ARCADE, AMERICAN,
KEARNEY & FOOT,
GREAT WESTERN**

(Made in Canada)

Then you're on the safe side. We supply over 90% of Canada's file requirements. Only one reason: QUALITY.

JOBBERS EVERYWHERE SELL THEM

NICHOLSON FILE CO.

**PORT HOPE,
ONTARIO**

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

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PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

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BAR IRON and STEEL: Rounds, Squares and Flats.

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Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

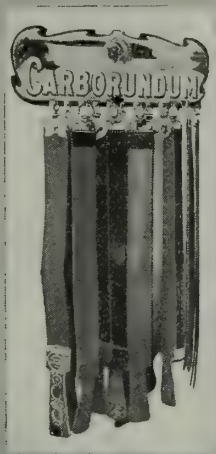
WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

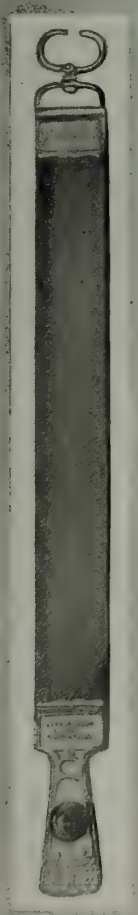
We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Are You Using This Carborundum Sales Help?



WHY not let this Carborundum Razor Strop Display Hanger become your salesman? Hang it in your display window and watch your razor strop sales increase. The hanger is beautifully lithographed in eight colors and has twelve hooks from which to display razor strops. This display rack is furnished free to any dealer with the purchase of any assortment of twelve strops.



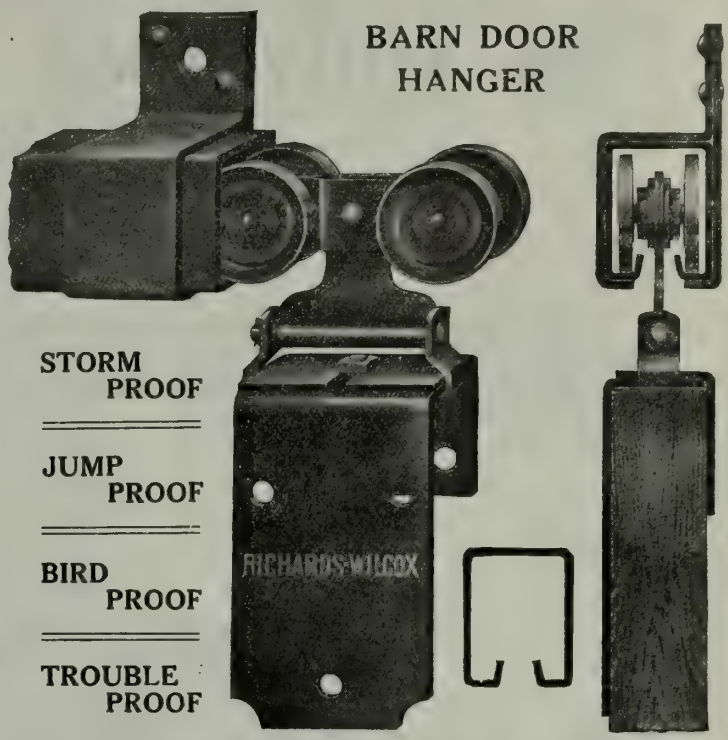
In taking your inventory, be sure that you have a good supply of Carborundum razor strops. Made from soft, velvety horsehide. The finest Carborundum powder is rolled into the corrugated side, thus giving both a sharpening and finishing strop.

Ask about our other free display offers

THE CARBORUNDUM COMPANY
Niagara Falls, N. Y.

CANADA'S VERY BEST

BARN DOOR HANGER



STORM PROOF

JUMP PROOF

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Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

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The Universal Bread Maker

WAS THE ORIGINAL BREAD MAKER
AND IS STILL THE BEST

BEST MADE——BEST KNOWN——BEST SELLER

It has found its way into thousands of Canadian Homes and has made a friend of every user. It pays to sell the reliable and best-known Brands —pays in profits and pays in satisfied customers.

UNIVERSAL Bread Makers

Mix and knead perfect bread in three minutes. Sanitary in that the hands do not touch the dough. Makes better bread than can be made by hand. Four sizes from two to ten loaves.

Write to your jobber for prices or direct to us.

UNIVERSAL L. F. & C.

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Canadian Representatives: A. MACFARLANE & CO., MONTREAL

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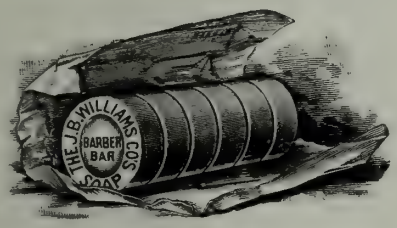
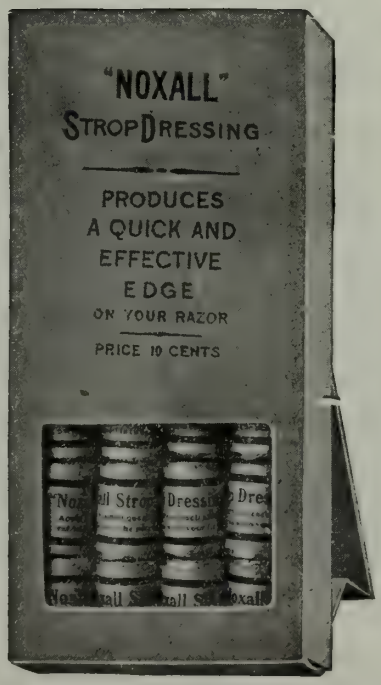
MR. RETAILER: Do you carry in stock this Standard Line of BARBERS' SUPPLIES?

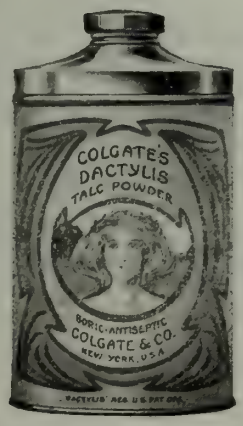
THEY'RE WORKING FOR YOU ALL THE TIME.



Mail Orders Given Prompt Attention

We are Quick, Careful Shippers





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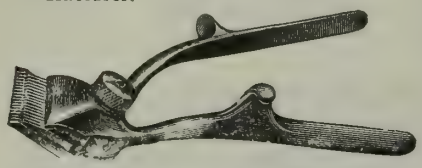
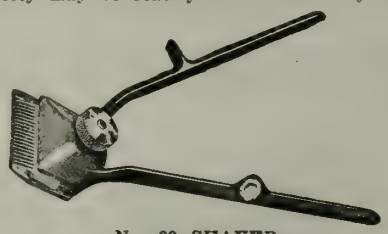
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

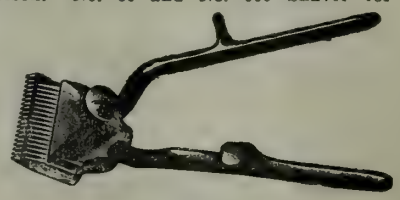
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



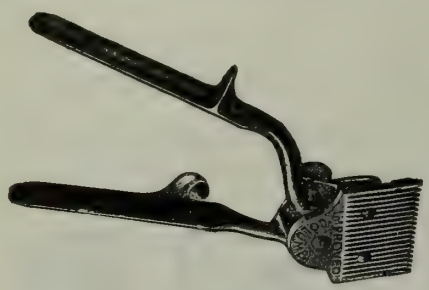
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



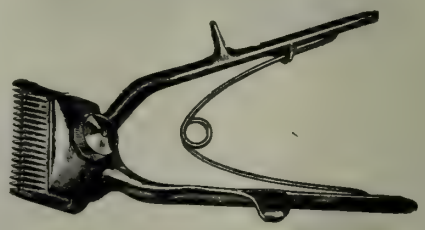
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



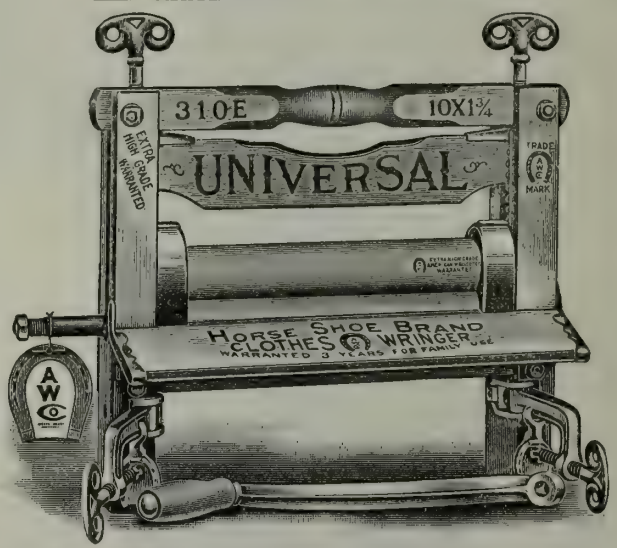
CADET
with visible spring, retailing at about $1.00.

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED to give satisfaction.** **WARRANTED as to price**

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

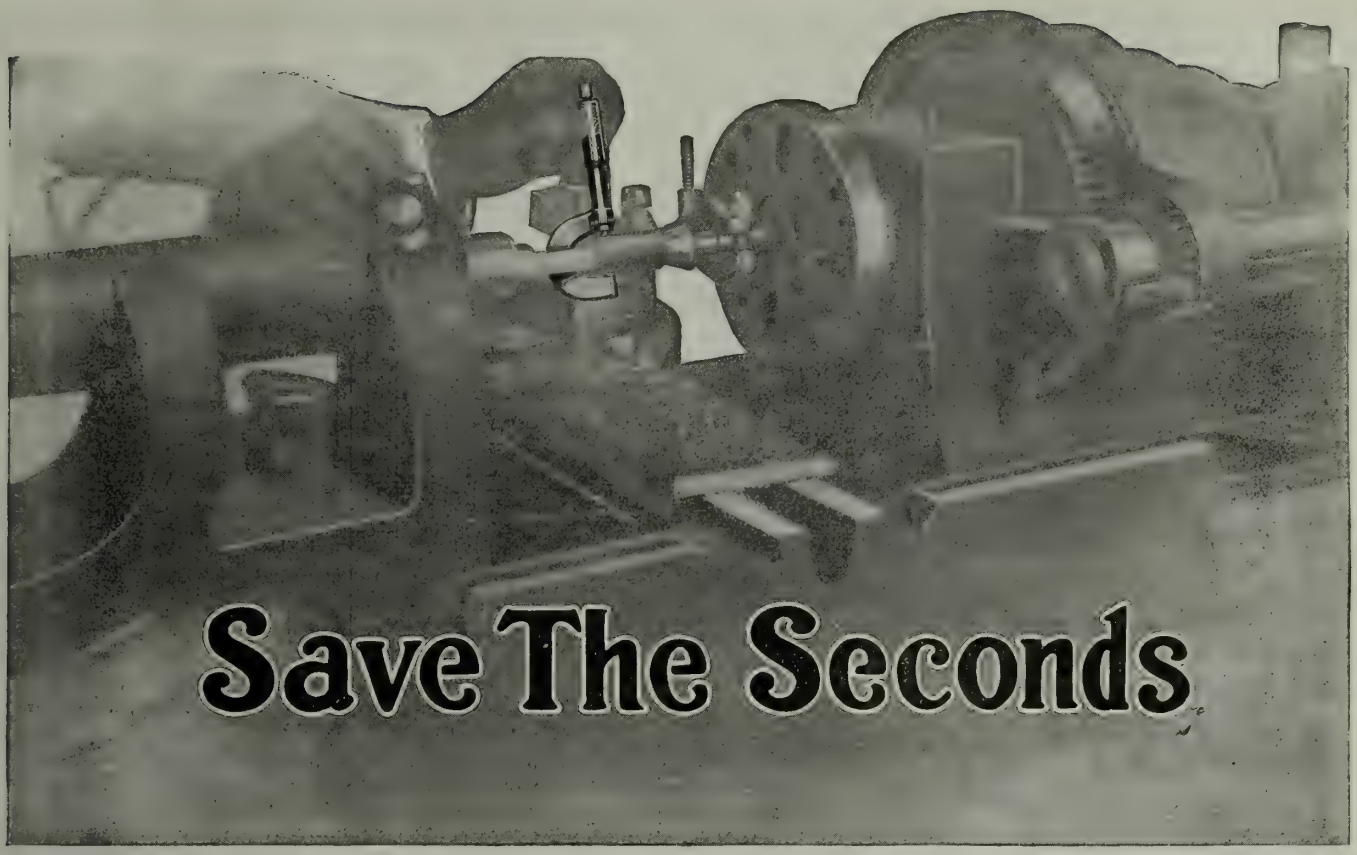
Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.



Save The Seconds

WHETHER your customers are machinists, foremen, superintendents, engineers or manufacturers, their success depends largely on seconds saved.

Starrett Tools

and Instruments of Precision

are designed to save time. For example, the Starrett Quick Adjusting Micrometer can be instantly opened or closed to any point ready for the fine adjustment.

Other Starrett Tools are vernier calipers, combination squares, steel tapes and rules, dividers, hack saws, wrench sets, screwdrivers, expansion pliers.

We deal direct with Hardware Stores

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THE L. S. STARRETT CO., ATHOL, MASS.

"The World's Greatest Tool Makers"

New York **London** **Chicago**

Manure test of Black Armco Iron, Plain Steel, and Copper-Bearing Steel. Armco Iron in good condition. Plain Steel badly corroded. Coppered Steel total failure.

Purity, Evenness and Solidity

form the basis of rust-resistance. Among all commercial metals of which iron is the base, these qualities are most highly exemplified in

ARMCO American Ingot IRON

Never less than 99.84% pure iron—with physical evenness guarded by minute care and constant inspection—with gas content reduced to the lowest point known to the industry.

ARMCO IRON
Resists Rust

far better than steel or other irons.

Unequalled for Enameling

The same qualities that make Armco Iron unique for service in exposed situations make it also the best possible base for enameling. The comparative absence of the solid and gaseous impurities makes possible the most perfect finish and reduced the culls practically to zero.

Write for full information as to its adaptability to your purposes.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco-American Ingot Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

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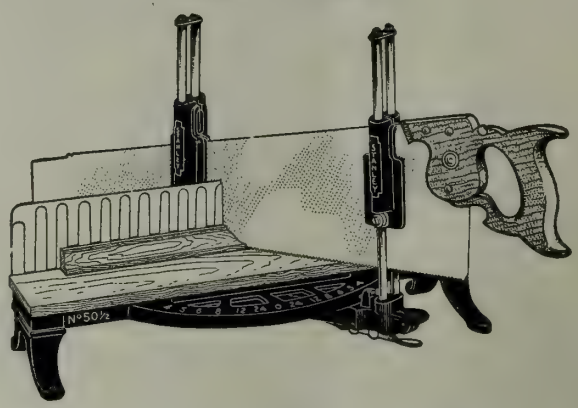
District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

Stanley Tools



No. 50½ MITRE BOX

This has a single-piece Frame, both the base and the back of which are accurately machined.

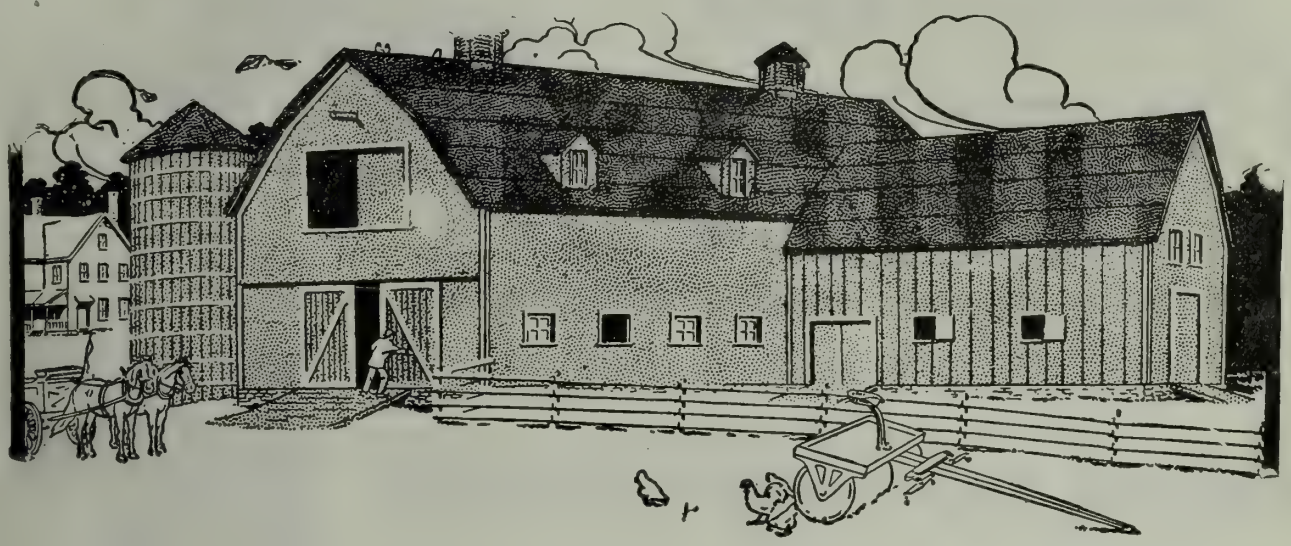
The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at moderate price.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



SAMSON ROOFING

combines every excellence that can enter into the making of a successful Roofing.

ABSOLUTELY GUARANTEED.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

NAILS WIRE

"From Ore to Finished Product"

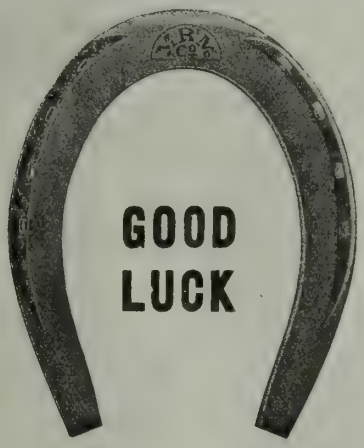
WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.



is said to follow the finder of a Horse Shoe. Sometimes it is so, but we **know** that satisfaction **certainly** follows the purchase of

"M.R.M." Horse Shoes

They combine all the merits of a high-grade shoe:

High Quality—due to selected materials.

Natural Shape—means less fitting.

Proper Crease—gives right setting to nails.

Clean Punching—less work for the farrier.

Careful Sorting — gives the Smith a "full" keg of "good" shoes.

It is a case of "It pays to buy the best."

"M. R. M."
Most Reliable Made

MANUFACTURED BY

The Montreal Rolling Mills Co.
MONTREAL, CANADA

VALUE

counts in Horse Nails as it does with everything else. We have no hesitation in saying that there is more value received in the purchase of a box of

"M. R. M." Horse Nails

than can be obtained in buying any other make of nails.

We use the best Swedish Steel, the highest grade of material available for the purpose. Every stage of manufacture is performed with care and exactitude, which ensures

"PERFECTION"
IN
HORSE NAILS

Sharp, clean points, nicely tapered blades, and perfect uniformity in all respects, have made many friends for "M. R. M." HORSE NAILS.

Their value has been appreciated by the blacksmith who is looking for his full money's worth.

MANUFACTURED BY

The Montreal Rolling Mills Co.
MONTREAL, CANADA

The STEEL COMPANY OF CANADA, Limited

SALES OFFICES:

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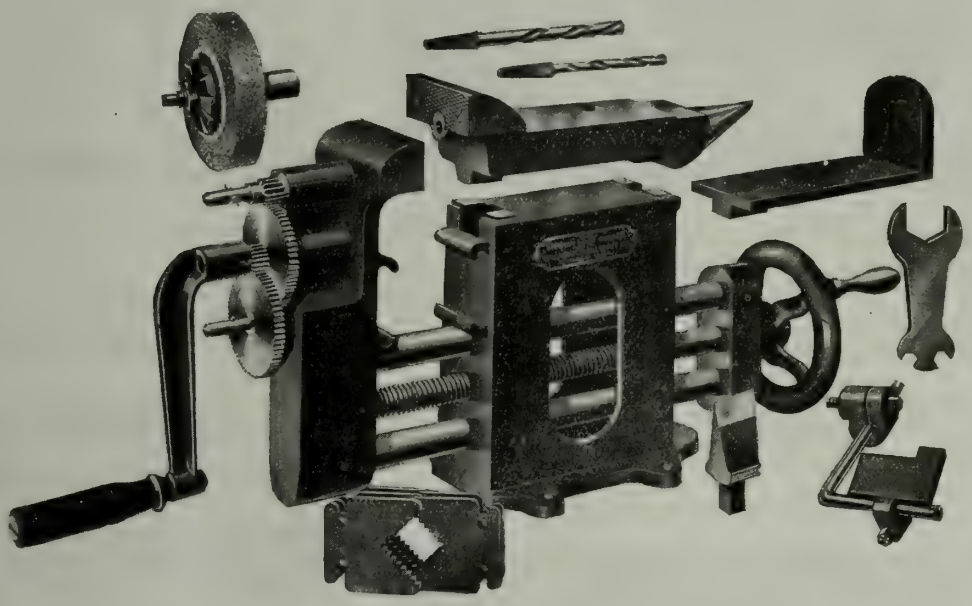
Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

A MARVELOUS SELLER



THE
Stewart Handy Worker
THE COMPLETE HOME WORKSHOP

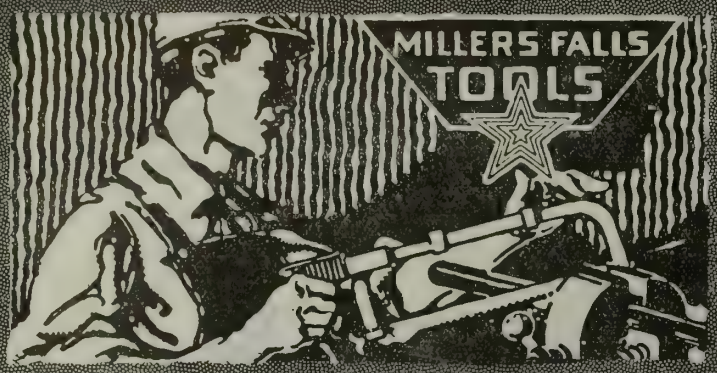
It Comprises :

A steel faced vise up to 4½ inches.
A steel pipe vise of marked superiority, takes pipe up to 1½ inches.
A strong and sturdy anvil.
A cutting hardie.
A corundum grinder, 5 inches by 1 inch; 3 speeds.
A two-speed drill press, taking any standard drill.

A stable, practical combined tool, that sells to your customers for only $14.00, and which shows you a liberal profit.

Boxed for shipment, weighs 90 pounds **From your jobber, or write for dealers' prices**

CHICAGO FLEXIBLE SHAFT COMPANY
250 Ontario Street, CHICAGO



It Pays to Sell the Better Tools

Selling tools on a price argument means selling cheap tools that don't give the customer satisfaction or pay you any profit.

MILLERS FALLS
STAR HACK SAW No. 1019

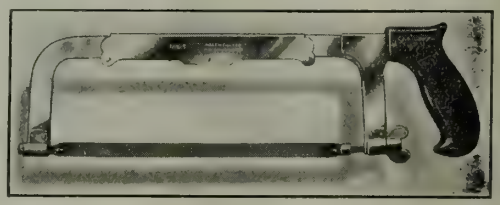
is one of the best examples of a good tool that is profitable to push because it gives the user such remarkable satisfaction.

It has a pistol grip that leaves plenty of room for the largest hand. Handle can't break because it's vulcanized over a steel rib that runs the full length. Straining nut under the handle means full stroke under all conditions. Rigid back frame. Blades faceable in four directions.

LET US SHOW YOU

This is only one of many quick sellers of Millers Falls make. Let us show you the time and labor-saving features that make these other Millers Falls tools so attractive to your trade. Breast Drill 200, Bit Brace 872, Extension Bit Holder 6, Acme Improved Mitre Box and Hand Drill 1980.

Send for our catalog and ask for our store helps. They are real aids in moving the goods.



MILLERS FALLS CO.

Tool Makers to the Master Mechanic

Millers Falls, Mass. N.Y. Office: 28 Warren St.

"The BRITON" DOOR SPRING & CHECK

Keeps out "The Germs."

MADE ONLY BY

Wm. Newman & Sons
LIMITED
BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

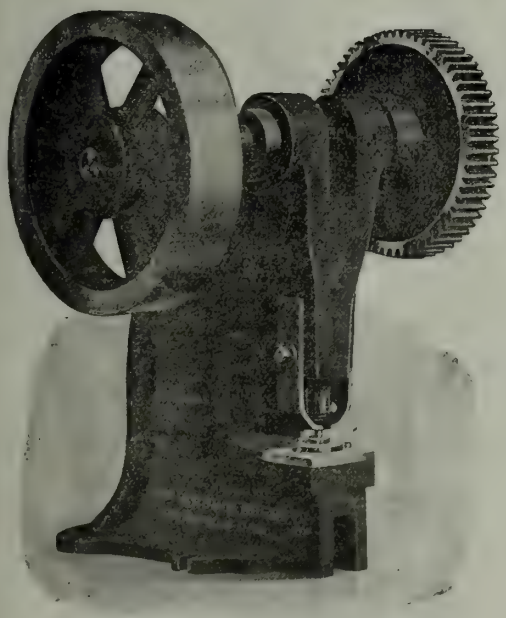
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

"METALLIC" CEILINGS

that fit, that lay right. That's the kind you really make money on, also the kind that brings you more business. We make that kind. Give us a trial. You'll like "M.R.Co." Ceilings. Ask for catalogue and price list.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"
THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies. Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

ROASTERS FOR THE ROASTING SEASON

OVAL SIZE, 11½ x 18¼ x 8.

Davidson's

"Sterling" seamless self-basting roast pan is made in Colonial Enameled Ware and Blue Sheet Steel.

SELLING FEATURES:

Self-Basting.
More efficient than any other style roast pan.
Being seamless it is perfectly sanitary.
Saves time and labor.
Saves fuel.
It is a necessary article in every home.
It is a Sterling.

CROWN ROASTER.

The Crown Roaster, seamless, round, size 13¾ x 8 in., is also made in Colonial Enameled Ware and Blue Sheet Steel and is made in the oval pattern, same size as Sterling in steel only.

Write us for prices.

The Thos. Davidson Manufacturing Company, Limited

TORONTO MONTREAL WINNIPEG

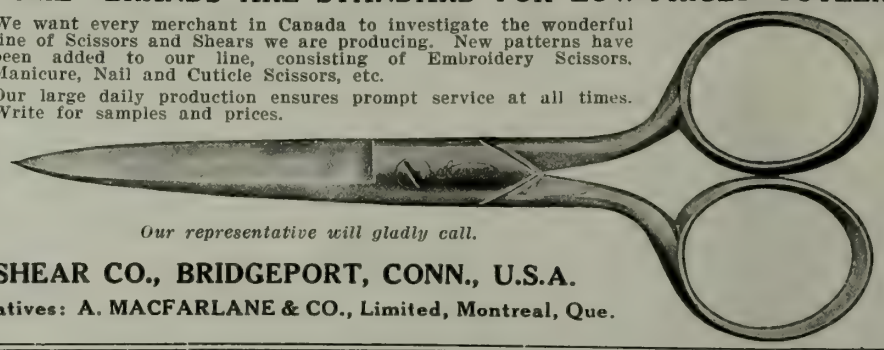
Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.

Our large daily production ensures prompt service at all times. Write for samples and prices.



Our representative will gladly call.

Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

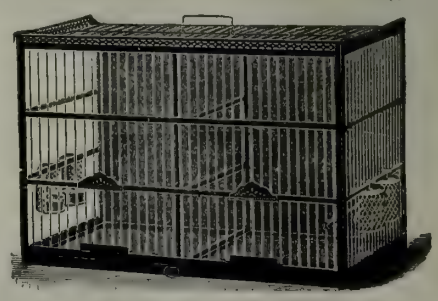
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

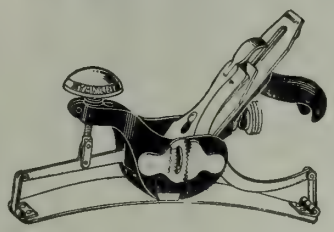
Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

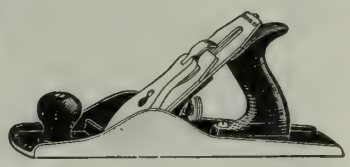
No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 88 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.



THE ANDREW B. HENDRYX COMPANY, New Haven, Conn.

Why Do We Sell and Push Standard Known Lines of Hardware?





SUCH AS:

Stanley Tools
Starrett Tools
Maydole's Hammers
Barnett's Black Diamond Files
Gilmore's, Irwin's and Russell Jennings' Auger Bits
Morrow's Twist Drills
O-Cedar Mops and Polish
Yankee Tools
Disston's Saws
Shurly and Dietrich Saws
Nicholson's Globe Files
Reece Screw Plates
Parker's Vises
Community Silver Plate
Jos. Rodgers' and Wostenholm's Cutlery

and other well-known lines

Because we consider it to be in our clients' interests to offer goods made by the best known manufacturers in preference to others.

First of all the names of these goods are firmly established in the minds of the buying public, who have full confidence in them.

Then again we consider it to be a decided advantage for a dealer to have the maker's guarantee behind each article as well as our own.

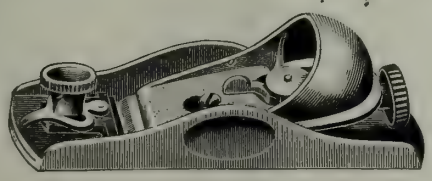
This, coupled with the advertising carried on by all these concerns in magazines and papers throughout the country, creates a demand for their products that makes the sale easy and that of substitute lines difficult.

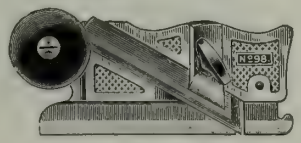
Why waste time creating an interest in goods you know little about, when you can secure the same articles made by firms whose reputations are firmly established for manufacturing quality goods at reasonable prices?

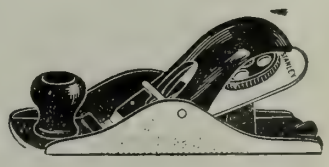
Remember all our goods carry the C.L.Co. guarantee.

Caverhill, Learmont & Co.

89 St. Peter Street, MONTREAL







W P WARD

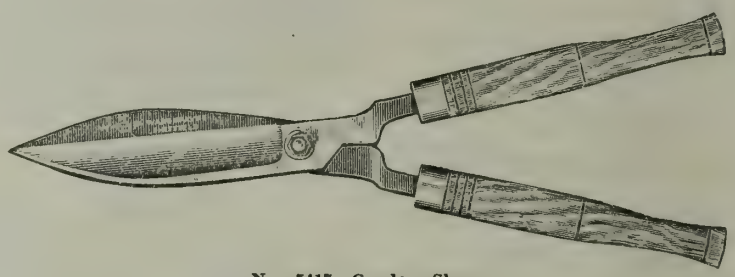
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

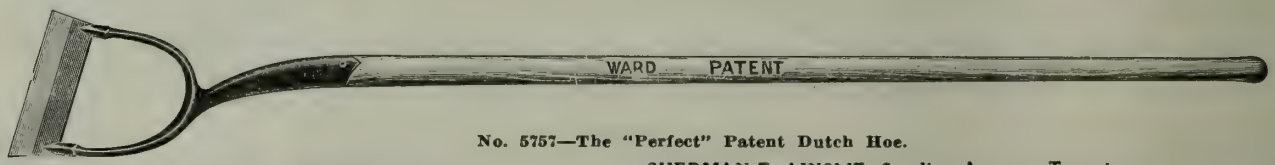
No. 5574—Weed Fork.

No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears. Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

Time to Order
FREEZERS

They are always in season. THE LIGHTNING, GEM or BLIZZARD in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.

Be sure to add the LIGHTNING CHIPPER. You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.

The Blizzard being a single action Freezer, is cheaper in price and sells well with either the Lightning or Gem.

Let us send you free some attractive window show cards and hangers, or electros for local advertising. Mention the style you are handling.

NORTH BROS. MFG. CO. PHILADELPHIA, PA.

BEFORE placing your Spring order for SILVERWARE, either *Flatware* or *Hollow Ware*, see samples or photographs of new lines in the hands of our travellers.

Our Designs are full of character, thoroughly up-to-date and at very reasonable prices, taking into consideration the high standard of our qualities.

No. 1380½—4-PIECE BRIGHT TETE-A-TETE SET

Special Price Quotea on Application.

CANADIAN WM. A. ROGERS, LIMITED

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Winnipeg Branch: Hammond Building, Albert Street, Winnipeg, Man.

A Man's RAZOR

Canadian Agents:

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204 St. Nicholas Bldg.
MONTREAL, Que.

Just the thing for the Traveller, No Blade Expense, Guaranteed for Life

Ask for Samples.

A Safe RAZOR

Geneva Cutlery Co.

GENEVA, N.Y.
U. S. A.

HELLER-ALLER TANK HEATER

the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.

The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

Will burn any kind of fuel and with proper care will last a lifetime.

One farmer customer will lead to many others. Drop a line for full details.

"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods

The Heller-Aller Company

WINDSOR, ONTARIO

VICTOR BLADE CANADIAN MADE

The Only Hack Saw Blade Made-in-Canada

THE QUALITY IS THERE

Specify "VICTOR FLEXIBLE BLADES—18 TEETH" on the next order to your jobber.

Victor Saw Works, Ltd.

Hamilton, Ont.

VICTOR HACK SAWS Send Box and Try 'em

The G.G.G. Hame Fastener

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

The Imperial Mfg. Company

Welland, Ontario

HIGHEST AWARD

At the Panama-Pacific Exposition

Gold Medal

Flashlights

Universally recognized as **supreme** in **quality** and **service.** Get your share of the big and steadily increasing demand for quality flashlights.

Franco "Gold-Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights **can not** be made.

The need for renewal batteries and bulbs always keep customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights **now.** You'll find them quick sellers.

Our latest catalog, listing over 400 profitable, ready selling articles and dealers' proposition, will surely interest you. Send for it **now.**

Franco products sold through various distributors at convenient location to ensure prompt deliveries.

Interstate Electric Novelty Co.
of Canada Limited
220 King St. W. - Toronto, Ontario

1835 **1916**

THE NAME OF

CHATILLON

has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of Scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we became interested in Foster Bros.' brand of **Butcher Knives** and cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products, and we continually strive to maintain a high standard of quality.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Write for Complete Illustrated Catalogue of Spring Scales and Butchers' Cutlery.

Lightning danger;
High insurance rates;
High up-keep expense;

Here are three worries on every building owner's mind which can be avoided with your help. And you will gain by helping them. Simply cover your customers' buildings with

Rust and Corrosion-Resisting

TONCAN METAL

ROOFING AND SIDING

Run a Toncan Metal Conductor Pipe from the Toncan Metal Roof into the ground and you have a lightning-proof building.

Toncan Metal cannot burn. It's absolutely fireproof. That means less insurance. Your insurance agent will confirm this.

And Toncan Metal's ability to resist rust and corrosion means less repairs, less annoyance and, of course, less expense.

The Pedlar People Ltd. **Get this book**

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CANADIAN DISTRIBUTERS

The Stark Rolling Mill Company
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Send me without cost or obligation a copy of "Corrosion — The Cause — The Effect—The Remedy."

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TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**

THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

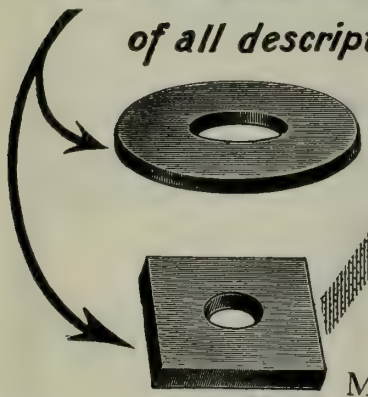
Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. **BRIDGEPORT, CONN., U.S.A.**

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

THE EASY LINE TO SELL

NATIONAL BLOCK PLANES

BLADES OF HIGH-GRADE SHEFFIELD STEEL, VERY FINELY TEMPERED, GROUND AND HONED.
FRAMES EXTRA HEAVY, JAPANNED FINISH.
THE "NATIONAL" PLANE IS GUARANTEED TO CONTAIN A GOOD LASTING AND CUTTING QUALITY, IS EASILY ADJUSTED AND ENSURES GREAT SATISFACTION TO YOUR CUSTOMERS.
Be sure to drop a card for the **"National" Catalogue**, showing our complete line of **Machinists' and Woodworkers' Tools.**
All illustrations contained in catalog are actual photographs of goods.

National Machinery & Supply Co., Limited

HAMILTON, CANADA

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pay in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

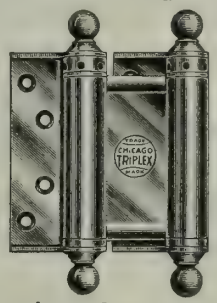
Write

The R. McDougall Company
Limited
GALT, CANADA

TRADE CHICAGO MARK
SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

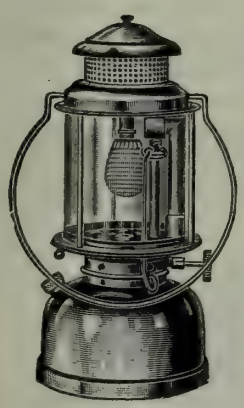
offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works
470 S. Clinton Street, Chicago

Brooms
of
Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

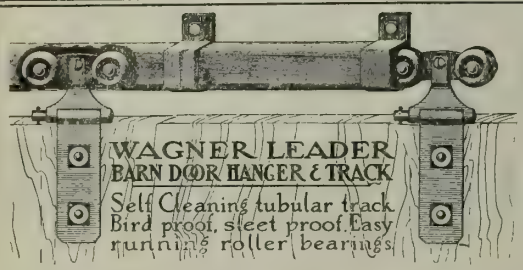
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



Also Everytight Barn Door Track. Write to us for Wagner Catalogue.

Cushman Motor Works of Canada, Limited

Builders of Light Weight, High Power Gasoline Engines for all Farm Purpose Work. And the Original Successful Binder Engine.

281 Princess St., Winnipeg, Canada.

—Exclusive Selling Agents—

For Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Mountaineer and Little Giant Neck Yoke Centers—Combination Threshers.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

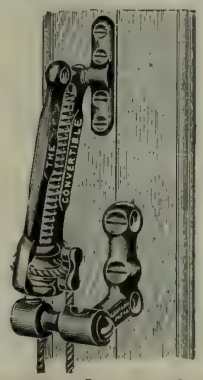
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple

Effective

Compact



1796 Iron
⅜ screw ... 4/
½ screw.... 6/6
1795 Brass
⅜ screw.... 5/6
½ screw.... 8/6
1797 Gun Metal
⅜ screw.... 6/6
½ screw.... 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

PEERLESS ORNAMENTAL FENCING

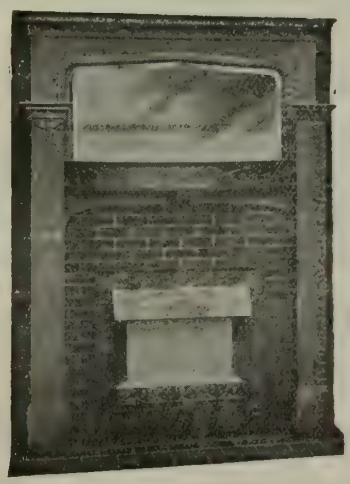
It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man.
Hamilton, Ontario



Did You Ever Buy Fireplace Goods From US?

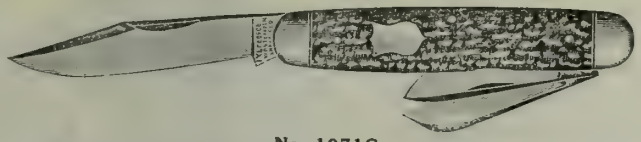
This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



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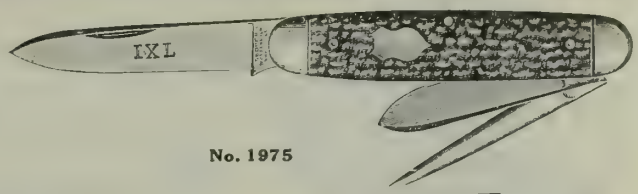

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CELEBRATED I·XL CUTLERY

MANUFACTURED BY

GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I.XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.

No. 1945

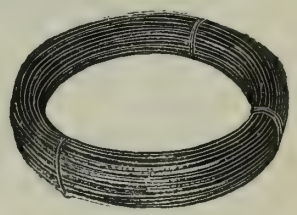
No. 292T

No. 292

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

Headquarters for High Carbon

Bale-Ties and Baling Wire



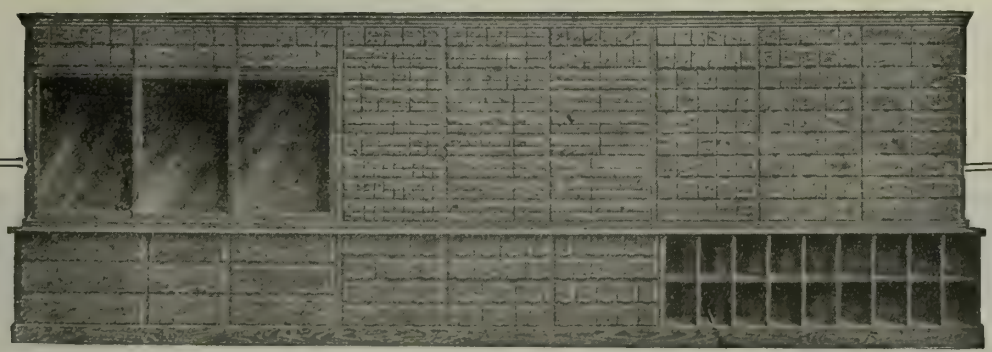
Also Manufacturers of

NAILS and WIRE

all Kinds

The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 8, 1916 No. 2

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J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
ALEX. WALES, Advertising Representative.
S. S. MOORE, Ontario Representative.

GEO. D. DAVIS, Editor.
J. W. TYSON, Associate Editor.
C. W. BYERS, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

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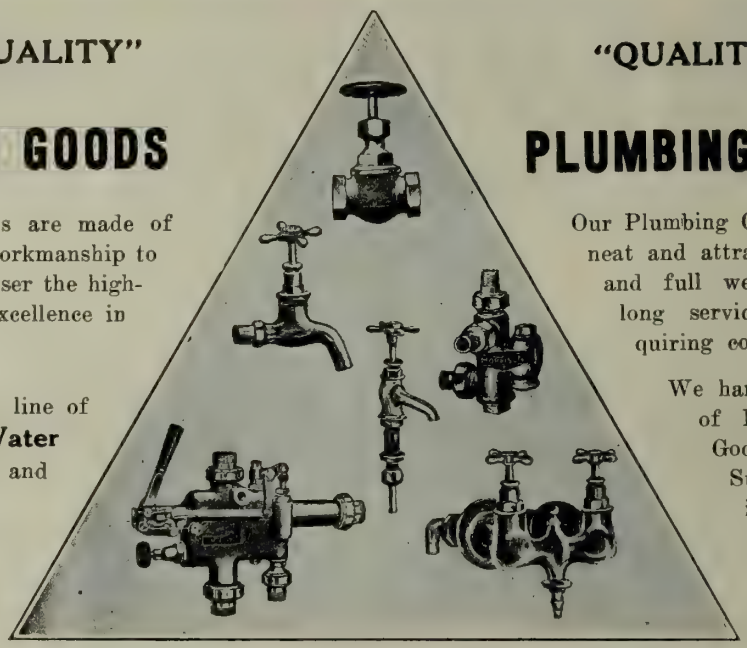

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Established 1888. TORONTO, JANUARY 8, 1916 Vol. 28. No 2

Every Merchant Should Take One

An Accurate Inventory is a Valuable Asset to a Merchant—What to Include—Placing a Value on Stock—How to Take in Accounts—Allowances for Depreciation —Making Extra Copies.

By WALLACE IRVINE

ALTHOUGH an inventory may be made up at any period of the year, it is preferable that it be taken immediately after the first of January. During this period, stock as a general rule is, or should be, at its lowest point, and business is inclined to be quiet, thus allowing considerable freedom for those who are engaged in taking stock. All accounts are, or should be in good shape, and the retailer should have paid as many of his debts as possible.

The requirements of some businesses require stock-taking more than once a year. Some large firms conduct what is known as a perpetual inventory, that is, adding purchases as bought, and subtracting the value of merchandise as it goes out. However, it is customary and as a general rule sufficient, for the average retailer to take an inventory once a year if it is done properly.

When a stock is low it can be taken more easily than at any other time, and in addition, a merchant's affairs generally look best when his stock is at its lowest, and cash at its highest.

An Unusual Condition

Although it is generally known that most retail stocks of hardware are very low at the present time, it must be admitted that stocks of certain hardware lines are heavy.

For some time past, Hardware and Metal, and firms who wished to give the retail trade an opportunity of covering themselves, have advised the trade that many important price changes would take place, on certain lines of goods, and that in nearly all cases they would be in an upward direction. The result is that retailers have bought heavily of certain lines, which since the time of purchase have advanced considerably, and will advance further before spring.

It is unlikely that any firms have overbought because it looks as though there will be an improved demand during the months to come, and most retailers have carefully gauged their requirements, before purchasing. The increased value of many stock lines will have to be carefully taken into consideration during the present stock-taking period, in order to eliminate, as far as possible, any danger of over or under-estimating the value of the stock on hand.

Points to Consider

There are several important points which have to be considered in stock-

DATE .....

CALLED BY.....

ENTERED BY.....

INVENTORY

BLANK HARDWARE CO., Ltd.

.....

Location.....

PAGE No.....

SHEET No.....

PRICED BY.....

EXTENDED BY.....

	Check	Quality	Only Dozen Gross	Description	No. or Size	Sell	Cost	Only Doz. Gro.	Extension
.....									
.....									
.....									
.....									
.....									
.....									

PAGE TOTAL

The above shows the style of inventory form used by a well-known and successful hardware firm in taking the annual inventory. The sheets are numbered consecutively, and when completed are turned in and filed in a loose-leaf binder. This form is a very complete yet exceedingly simple one, that will meet all the requirements of a large or small business. Spaces have been provided for date, location, name of prices, etc. Provision has also been made for quantities, description, no. or size of articles, cost, selling price, if desired, extension, etc. Each page is totaled separately.

taking. In the first place a suitable form or book should be used for listing the stock. Some retailers have special forms drawn up. Others use books which are secured from local stationers, and then ruled suitably for listing and extending stock prices, etc. The accompanying illustration shows a form used by a well-known hardware firm. The firm in question used separate sheets. In a small business where a stock-book is used, it could be ruled in a manner similar to the form reproduced here.

Every hardwareman should have his stock fully insured, and he should also have a complete stock-book showing the value and location of the stock at the last inventory time. A book of this kind is absolutely necessary when fire losses are being adjusted, or insurance is being placed. A hardwareman, whose stock has been destroyed by fire, and who has no record of his stock is in a very unfortunate position when he attempts to secure a settlement of his fire loss.

What to Include in Inventory

The inventory should include all real estate—which includes the store and the land upon which it stands. This item of course, would be omitted if the merchant does not own the building and land. It should include the correct value of all merchandise on hand at stock-taking time. Store equipment of all kinds at its actual value should also be included. Accounts receivable, cash on hand and in the bank should also be included.

When the total of all these items has been taken, and from the total the merchant subtracts accounts payable, he knows just where his business stands and what he is worth financially.

In valuating his store, fixtures, etc., the merchant has to use good judgment. Some merchants in boom times are inclined to place too high a value on the store and fixtures. This is unwise. The merchant, on the other hand, should not rate them too low. One authority claims that the building, land and fixtures should be included at the price it would bring if put up for forced sale. This, of course, is a matter that has to be settled by the retailer.

Value of Stock

When taking an inventory of the stock on hand, everything must be included. Accuracy is one of the chief essentials in taking a complete inventory. Each article, or each line should be priced separately. In some cases it will be found that certain articles have depreciated in value. Allowance should be made in such cases for depreciation.

On the other hand if an article or line of goods has increased in value, it should be taken into stock at the increased value provided the increase is a legitimate one.

When it is found, as often happens, that an article has been in stock for a long time, and has decreased in value through wear and tear, out-of-dateness, or for other reasons, it is generally agreed that the article should be taken into stock at what it should or could be sold for, rather than at its original cost.

In placing a value on equipment the merchant is often at a loss to know just what value should be placed on fixtures, etc. A few dealers unwisely inventory their equipment, year after year, at first cost. The majority, however, make an allowance for depreciation.

One plan followed by many successful concerns is to charge off, from 5 to 10 per cent. every year for depreciation. This will provide for an entire replacement of fixtures in from 10 to 15 years, according to the allowance made.

When this plan is followed, the merchant should be careful to see that five or ten per cent. of the original cost is figured off each year, and not five or ten per cent. of the last inventory value.

Value of Accounts

In listing accounts receivable in the inventory there are many things to consider. All accounts which are known to be absolutely good should be taken in at face value.

Other accounts may be good, but it will take considerable time and some expense to collect them. If it will cost five or ten per cent. to collect them, they should be taken in at their value after the cost of collecting has been deducted. Still another class of accounts receivable are those which are practically worthless. There is no chance of collecting them. In some cases it will cost as much to collect them through the courts as will be received by the merchant. These should not be taken in the inventory.

A merchant who enters into his inventory, accounts receivable at par, when he knows there is no chance of collecting them, is only deceiving himself and his creditors.

Copies of Inventory

Some very successful merchants have three copies made of the complete inventory. This is done to guard against loss by fire, accident, theft, etc. One copy is kept in the safe or vault in the store. One copy placed in a safety deposit box, and another is kept by the proprietor in his home.

A strictly accurate inventory is a valuable asset to any merchant. The merchant owes it to himself, his family, his creditors and the insurance companies to have a strictly up-to-date inventory that can be referred to at any time on short notice.

Advise Cash Basis or Thirty Days

Situation in West Reviewed From All Angles at Big Meeting of Sales Managers and Travellers in Winnipeg—Prominent Hardwaremen Among Principal Speakers — Plenty of Money in Country.

"THE year 1915 now rapidly drawing to a close, has been strenuous for all of us. An All Wise Providence has blessed us with an abundant harvest, the dark and lowering clouds that hung so heavily upon us during the greater part of the year are rapidly vanishing into thin air, the sky is once more clear and blue, and with the advent of 1916 breaks the dawn of grander days."

With these words, C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Co., Winnipeg, and president of the recently-formed Sales Managers' Association of Canada, closed his address to a gathering of about eight hundred Winnipeg business men at the annual banquet of the Canadian Credit Men's Association in the Royal Alexandra Hotel, Winnipeg. Those present at the banquet comprised credit managers, sales managers, commercial travelers, and many others. The attendance was so large, the banqueting hall was unable to accommodate them, an overflow meeting of about 150 being held in an adjoining room.

Some of the principal speakers of the evening were hardwaremen. The names of those who spoke are as follows:—C. H. S. Bamford, of the J. H. Ashdown Hardware Co., Ltd.; B. J. Daley, of Walter Woods & Co., Ltd.; J. H. J. Murphy, of Royal Crown Soaps, Ltd.; Albert Webber, the Merrick Anderson Co.; W. J. Wilson, of Winnipeg Ceiling & Roofing Co., and H. Annis, vice-president of Marshall-Wells Company.

During the evening a number of telegrams were read expressing good wishes for the future of the association and hoping for the success of the meeting. Among those who sent these wires were: W. L. Helliwell, Montreal, ex-president of the association; Frank R. Freeze, of Calgary, on behalf of the credit men, salesmen and travelers at that city; and from the credit men at Regina.

President's Address

L. J. Mylius, the new president of the Credit Men's Association, after expressing his pleasure at seeing such a representative number of business men present, said:

"To the sales managers let me say that we, the Canadian Credit Men's Association, welcome heartily the child recently born in Winnipeg (The Sales Managers' Association of Canada). We will watch its future with interest, and trust it will flourish. But it can only flourish if it brings out sufficient reasons for its existence.

"To the travelers, I would say that you can forward the best interests of the firm you represent and the city from which you travel by being loyal to the interests of both. I am not a believer in sectionalism, but if we did not have loyalty amongst our people as applied to the different localities, there would never be room for the different distributing and manufacturing centres which we must have in this growing Canada of ours. Remember that the credit man is just as anxious as you to see a large increasing business, but it is his duty to guard the resources of the company he represents and see that credit is judiciously placed.

Back to Cash System

"I would give a message through the traveling salesmen to the retail customers. Last week a prominent banker stated in the presence of many of the gentlemen who are here to-night the fact that not only had the banks a large accumulation of money, but that the farmers in hundreds of instances had paid all their bills, paid off their mortgages and have actually written to the banks and to the mortgage and loan companies, asking them where they can invest their money. The banks do not want to take any large amounts on deposit for they cannot use it. The loan companies do not know what to do with the money they have. Therefore, it seems a most opportune time for the retailers to get together in the respective towns and sections and reduce their business to a cash basis, or 30 days. The doing of this would largely remove the disadvantages they are now under, necessitating larger profits than the consumer will pay. They should establish considerable difference between cash and credit prices, thus capturing the trade which now goes to the mail order houses at a distance.

Extend Helping Hand

"To the credit men of the different houses I would say that the testing time is approaching. The West should never go back to the easy credits and cheap money of the past. We should extend a helping hand wherever it is deserved by the personal and financial standing of the man who wants to go into business, but the day is past when we should take "long chances." Easy credits and long terms are often a disadvantage to the wholesale house, the manufacturer and the customer. Take advantage of the phenomenal results of the agricultural products of the West for 1915, and keep your business down to sane methods, remembering the hard road we have traveled since 1913. There is always the possibility of conflict between the sales department and the credit department. Make up your mind to give every consideration to the traveling representatives. See to it that the office does not undo the good work of the travelers. One injudicious letter may break down the connection which has taken the traveler years to make.

W. J. Wilson, sales manager, Winnipeg Ceiling & Roofing Co.; Vice-President Sales-Managers' Association of Canada.

The Inside Fellow

"To the house staff, the 'inside fellow.' Do your best for every customer. Use your experience and ability to the end that orders are filled correctly and intelligently, and despatched promptly. Satisfactory service means an easier road for your travelers and the credit manager."

Work of Sales Managers

C. H. S. Bamford, president of the new formed (the announcement of which appeared in last week's issue of Hardware and Metal) Sales Managers' Association, said the evening marked the nativity of this association, which was an organization whose objects were to foster and promote a feeling of fellowship and good-will among its members, and on broad and equitable lines to advance the welfare of trade conditions in their relation to salesmanship and the management thereof.

Having stated that a meeting of this kind would promote a better understanding among them, bring them closer together, and materially assist them in the solution of problems that were daily becoming more varied and more complex, Mr. Bamford said that to meet the ever-changing conditions and to keep abreast of the onward and rapid march of trade and commerce, greater constructive and executive ability were required in each succeeding generation of business men. Going on to make the position of the association clear to the traveling salesmen present, the speaker said he wanted them to realize that their co-operation was desired. At all times suggestions from them that would tend to improve conditions would be welcomed, and the association would work in harmony with them to promote their welfare, increase their efficiency, and render their services more profitable to themselves and the firms they represent.

The First Step

In his judgment the first step toward this end was not the acquisition of more knowledge, but the better organization of what they already knew. The organization of what they already knew could only be accomplished by the co-operation of all the branches of business life represented at the meeting that night. The Sales Managers' Association intended to co-operate with the various commercial travelers' associations, with the credit men, and with the transportation men, and would lend its support to any movement that tended to raise commercial efficiency, increase the power of production and decrease the distributive losses.

The work of the educational committee and the legislation committee which are to be formed was outlined by Mr. Bamford.

Unity Essential

W. J. Wilson, of Winnipeg Ceiling & Roofing Company, said all business, whether great or small, whether consisting of one man, two or more parties, or a giant corporation, divides itself into distinct divisions which may be limited to four main activities, and it was his purpose to show that the success of the whole was dependent upon the equal development of each to assure a proper return on the capital and energy expended. These activities, Mr. Wilson described

(Continued on page 34.)

"The Beeton Bell Still Rings"

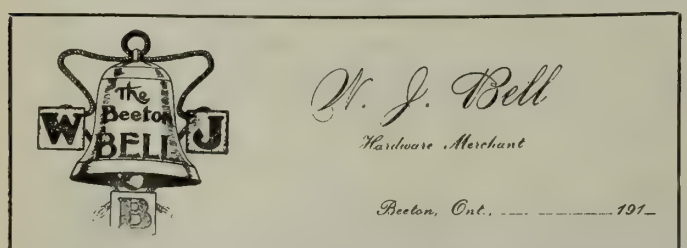
This Store Slogan Has Helped to Build a Big Hardware Business — Thwarting an Attempt to Steal Slogan—Unique Credit System—How to Direct a Customer's Stove Purchase

NESTLED snugly among the surrounding hills, the little village of Beeton is a perfect type of the prosperous communities which dot rural Ontario. It has a magnificent country round about, and the farmers who cultivate it are uniformly prosperous.

But anyone who has spent even a day or so in Beeton will find that he will remember Beeton not so much for the scenery nor for the air of contentment which pervades the place, nor even for the long drive from the C. P. R. station, which is somewhat of an ordeal, when there are six or seven drummers to be transported in the little old Ford which does duty as a motor bus.

The thing that will stick is the slogan "The Beeton Bell," because you see it and hear of it wherever you turn in this little town.

Picking up the local newspaper, you will find that the advertisement which dominates the sheet carries a flaring headline: "The Beeton Bell Still Rings." As you walk along the main street, you cannot help noticing on the frosted glass doors of the largest store in town a good-sized reproduction of a bell, with rope apparently whipped by the wind, into peculiar gyrations to form the initials: "W. J. B." Passing along the leading residential street, you will pause to admire a handsome brick residence, the finest in the village, and the same decorative bell design on the glass of the front doors will force itself on your attention. And if you are fortunate enough to sell hardware in Beeton, you will be struck by the ingenious use of the same emblem on the stationery and even on the cheques that come into your office from W. J. Bell.

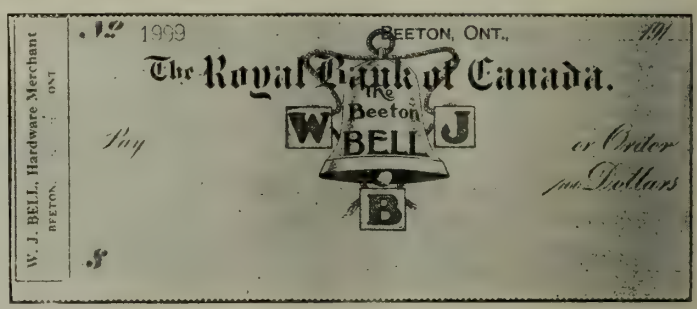


The "Beeton Bell" is featured on all stationery used in connection with the business.

Few there are in the hardware trade—in Ontario at least—who have not heard of "The Beeton Bell." For the past 32 years he has given good service to the people of Beeton and vicinity, and he has deservedly made money in doing so. This little story of his successful methods may prove helpful to many of Hardware and Metal's readers, especially those who have a big country trade.

The Value of a Slogan

Most retail merchants appreciate the value of a good slogan, and also realize how difficult it is to coin one which will really catch on with the public. In this Mr. Bell has been singularly fortunate, and his slogan has spread his fame far beyond his own district.



Showing how the "Beeton Bell" has been used on cheques issued by W. J. Bell of Beeton, Ont.

"I never made any attempt to register or copyright the slogan," said Mr. Bell, in discussing the matter with Hardware and Metal, "but I soon realized what a valuable asset it was to my business. It was repeated by word of mouth, and driven home by newspaper and circular advertising, until nearly everybody within many miles of Beeton felt that he really knew 'The Beeton Bell.'

"Perhaps, though, I did not fully realize the importance of my slogan until I suddenly found myself confronted with the danger of losing it.

"One day, on the street, I met the bank manager and a stranger, and the manager promptly introduced me, explaining that the stranger was 'the Beeton Bell,' and that he was opening a hardware store right next door to me.

"It seemed that the new man had gotten out his stationery and a considerable amount of literature, all of which played up the words: 'The New Beeton Bell,' and I saw immediately that the slogan which had helped me to build my business was going to be used to tear it down.

"I lost no time in securing good legal advice, and I learned that, while I had never formally registered my slogan, I had used it so long that, in the eyes of the law, it belonged to me.

"You may be sure that I went right after my competitor, and compelled him to abandon the use of his slogan, which was clearly designed to build up his business at the expense of mine. This store experienced some ups and downs, and finally I had a chance to buy in the stock at 75 cents on the dollar. When it came to the point of negotiating for the stock it only took 45 minutes to close the deal. My competitor locked the door and handed me the key, and I took possession of the business just as it stood the following morning."

His Business in a Roll Top Desk

Mr. Bell's store is very deep, and he originally had his office in the extreme rear. However, he soon found that this was a hardship, as he was continually being interrupted when he tried to look after his correspondence or bookkeeping.

"So I saved up my money and bought a roll-top desk," is Mr. Bell's characteristic explanation of how he solved the difficulty.

The desk is of the latest design, and is placed in line with the counters, exactly half-way down the store. It is thus accessible from every part of the premises, and to complete its convenience, a desk phone is used. A typewriter is also part of the office equipment. When a customer comes in to pay an account or a traveller to book an order, Mr. Bell finds all the data and supplies necessary in the roll-top desk. It saves him a good many hours every week.

After watching a customer cheerfully settling his bill, Hardware and

(Continued on page 43.)

Are Retailers to Blame?

Mail Order Houses Selling Fencing—Have Mail Order Houses Thrived as a Result of the Apathy of the Retail Trade?—Why Fencing Should be Bought Early.

By ROBT. E. PAXTON

PROBABLY in no department of his business will the Western hardware dealer feel the mail order competition more this year than in fencing, and fencing supplies. The competition will be all the keener on account of prices being much higher than they were a year ago. As every hardwareman knows who has been reading this paper regularly, the price of raw material used in the manufacture of wire products has been advancing right along, and will advance even further in the near future unless the demand for munitions of war falls off. There is, of course, always a danger of the war ending abruptly, but few people expect it at the present moment, and it will not pay the dealer to put off buying his fencing on that account.

Mail order houses are going to figure more in western business this year than ever before, and the dealer west of Winnipeg is going to have a run for his money. Mail order competition, said a Winnipeg wholesaler this week, is the only black spot on the horizon as far as the retail dealer is concerned. The outlook in country districts is certainly as encouraging as it ever was, as far as general business conditions are concerned. Farmers have the money, and are spending it freely, but there is still a tendency for him to send his money East, and he is just as forgetful that the retail merchant has been carrying him for months and months past.

Farmer Wakes Up

There is heaps of evidence that the western farmer is waking up. He is awakening to the fact that he has got to sow better seed if he is going to make the best out of his farm. One has only to take one peep at a vast organization in Winnipeg to realize that the Western farmer is co-operating with his fellows, not only in the sale of his grain, but in the purchase of his binder twine, his coal, his fencing, and a score other lines, some of which he formerly purchased exclusively from the local hardware dealer.

The farmer is also awakening to the fact that his ready cash will do more for him by sending it to the mail order houses, and in a way, it is not surprising the amount of business the mail order houses are doing in Western Canada. From a careful study of the situation if the retail dealer is going to retain the farmer's trade, he has got to put himself on a better footing to meet this competition. He can achieve much by co-operating with his fellow dealer, and determining how best to handle the farmer under these changed conditions.

A well known specialty man, who does a big business with the retail hardware trade in the West, recommends that the dealer get down as soon as possible to the cash basis instead of carrying the farmer as he has been doing. Only then can he hope to buy and sell at any where near the same level as the mail order houses. And this is the best time to do it if there ever was one, now that the farmers have the money to pay off their debts.

A Battle Imminent

There is no use playing with the facts. The retailer is going to meet mail order competition on such a scale this year as he never did before. No one can read the newspaper reports of Toronto mail order houses establishing distributing centres in Regina and Saskatoon without seeing that there is a battle royal ahead between him and his M.O. friends. And it is not the Toronto mail order houses which make the outlook so dark. There are about a dozen young ones springing into being in the city of Winnipeg itself, which, on account of the influential backing they have, are bound to make things hot for the country dealer. It would surprise the hardware dealer greatly if he only knew some of the houses which are at the back of these attempts to capture the farmer's trade through the mails.

Is Retailer To Blame?

Is not the retailer to blame to a great extent for allowing these healthy mail order plants to spring into being? Has his time-honored system of giving credit led him into a false belief that the farmer has got to come to him anyhow, and that he can charge him whatever price he thinks fit? The writer came across a case this week where a Manitoba farmer came into Winnipeg for a pump. He stated that his dealer had quoted him $12 for a pump which he was able to buy in the city for three dollars less. This particular article costs the dealer from four to five dollars. The same farmer stated that he had bought while in the city a cream separator for $45, for which his dealer asked him $110. Altogether he claimed to have saved $77 on his trip to Winnipeg.

Now, if these facts are correct, and if they apply to dealers all over the West, the farmer cannot be blamed entirely for sending his money to the cities.

High Price on Gates

The manager of a wire fence company related a similar instance to the writer. He was in the country, and required one or two gates. Entering the local store, he found gates manufactured in his own factory on sale. The dealer wanted $12 apiece for them. "What will you let me have half a dozen for?" asked the prospective customer. The dealer could not see his way clear to sell them for any less. Those gates cost the retailer less than five dollars each. The manufacturer revealed his identity, and gave the hardwareman a good lecture for running his business on such principles. The only reply he gave was that he only sold one or two, and he had to get a good price for them. That is exactly why he only sold one or two; orders for the others went to the mail order houses.

What Happened to Fencing

This is what has been happening in the fence business, and has resulted in a considerable portion of it being taken out of the hands of the hardware dealer altogether. No dealer has a chance of making a hundred per cent. profit on fencing to-day; the mail order houses make that impossible. In fact, profits on

(Continued on page 39.)

WILL RETAILERS REPLY?

The accompanying article deals with various phases of the retailing of wire fencing in Western Canada. The suggestion has been offered that retailers are to a considerable extent, responsible for the success of the mail order houses.

HARDWARE AND METAL would like to hear from retail hardwaremen, who will present their side of the case. There are many retail hardware merchants in Canada who are successfully combating mail order competition. There are others who are suffering to a very great extent from the inroads of mail order competition. Retailers are requested to send in their views, addressed to HARDWARE AND METAL, 143-153 University Ave., Toronto.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 8, 1916 No. 2

BRIEFS

THE NEW standard lists on tacks and capped goods, all subject to one discount, and shown elsewhere in this issue, will be greatly welcomed by the trade, especially the retailers.

* * *

THE MAN who makes a New Year's resolution and breaks it in a month is better off than the man who doesn't even bother to keep a resolution for one month.

* * *

THERE ARE a lot of people who think more of a cheerful manner than they do of a five per cent. discount. Cordiality is the cheapest thing you can dispense in your store.

* * *

UNLESS YOU know the value of each moment as an investment, each day that passes is only a stumbling block that sends you blundering on into the indifference, helplessness and decline of old age.

* * *

AN ORDER in council has been issued at Ottawa, prohibiting the export of scrap steel and scrap wrought iron to all destinations abroad other than the United Kingdom, British possessions and protectorates. This is another indication of the part which steel and iron have recently been playing in the munitions problem and the possibility of a famine in such metals should the war demand continue.

* * *

AUTHORITIES who have made a close study of figuring profits claim that it is scientifically correct to use either the cost or selling price as a base in figuring the percentage of profit, as long as it is stated and made clear on what base the percentage has been calculated. The vital issue, however, is the showing of net profit in dollars and cents at the end of the business year, when the inventory has been completed and the books are closed. And in order to make a satisfactory showing, it is necessary that a proper method of figuring profit should be followed throughout the year.

SUBMARINES BOOST PRICES

SUBMARINE activity in the Mediterranean during the past week has been responsible for sharp advances in the price of tin. In addition to this, there has of late been an eagerness in the United States to buy tin, owing to fears of British restrictions on the amount they would allow to come to America.

The sharpest rise occurred when news was received to the effect that the Japanese steamer "Kenkon Maru" en route from the East Indies to London, had been torpedoed and sunk in the Mediterranean, and that part of the cargo consisted of tin.

The situation in the American market is still chaotic for all deliveries before June. Sellers do not care to quote prices or to trade until the situation is clearer. The market is therefore purely nominal.

Lead is on the upgrade again and the London and American markets have advanced. If the firmness continues and prices advance much further it is altogether probable that many lead products including white lead, both dry and in oil, will advance in price.

Copper has again advanced and the market is very firm. Advances in the price of many products into which copper enters, may be looked for if the present state of the market continues. An American authority in referring to the copper situation states that the mines could readily produce more copper but production is now limited by the refining capacity which is taxed to the utmost.

DANGER OF SHORTAGE

FROM present indications it appears highly probable that jobbers' stocks of many lines during the coming spring will not be complete. Owing to the disorganization of various trades, on account of war conditions, jobbers are having considerable trouble in getting certain supplies promptly, or in sufficient quantities to meet future needs, and there is great danger of serious shortages when spring trade opens up. Retailers stocks are low. For a long period there has been considerable hand-to-mouth

buying, but conditions in this respect are improving steadily, and will continue to improve with the approach of spring, especially in the country districts where conditions are very favorable, and the future outlook is bright.

With prices on most lines of iron and steel goods advancing rapidly, the best policy appears to be to book early. There will undoubtedly be, in the future, much higher prices on many lines than the already high prices now being quoted. Unless something unexpected happens, little or no relief is expected for at least six months. All iron, steel and kindred industries are exceedingly busy, with every prospect of continuing so for several months. Quotations on a number of hardware lines are withdrawn, and when new prices are issued, they will undoubtedly be much higher than those formerly in effect.

There are a great many retailers who took advantage of the market predictions made several months ago, and protected themselves as far as possible against the high prices which were sure to follow. On the other hand, there are merchants who have not made a close study of market conditions, who have not protected themselves, and they are now at sea. They find that they are confronted with dollar linseed oil, three dollar nails, and many other lines correspondingly high.

CAMPAIGN A SUCCESS

ACCORDING to the Commission of Conservation, the results of the Greater Production campaign conducted in Canada during the latter part of 1914 and the early part of 1915, far exceed even the most sanguine hopes. Canada has harvested a crop of wheat estimated at over 336,000,000 bushels—more than double that of the previous year, and 45 per cent. more than any previous wheat crop in her history. The dairy industry sent from the port of Montreal butter and cheese valued at $23,705,000, exceeding the exports of 1914 by over $5,000,000.

In mineral production, Canada has made numerous advances. Copper and zinc refining plants have been established at Trail, B.C., and are treating native ores. Improvements have been made in certain steels to enable them to be used for shell purposes. Improvements have also been made in the concentration of molybdenum ores, the molybdenum being used in the manufacture of big gun linings and high-speed lathe tools. The recovery of benzol from by-product coke ovens has been developed. Benzol is used in the manufacture of explosives. In Western Canada the discovery of phosphate of lime in Rocky Mountains park should prove of great value to the agricultural interests.

Canada's fisheries have received especial attention, not only in the production but in the marketing. Both on the Atlantic and Pacific coast advances have been made. Due to conditions brought about by the war, Canada last year placed her fish upon the British market, and it is hoped that some species may be permanently established there.

Progress has been made in the cultivation of ideals looking to improvements in our homes and our municipalities. Conferences and meetings have been held from coast to coast. Nova Scotia to-day possesses advanced town-planning legislation. Other legislatures have special town-planning acts under consideration. On January 20th next, there will be held at Ottawa, under the auspices of the Commission of Conservation, a conference for the formation of a Civic Improvement League, to embrace all Canada, and to endeavor to secure betterment of conditions in the cities, towns and minor municipalities of the Dominion.

While greatly increasing her wealth through the output of natural resources, Canada has also made a very large saving by reduction of her fire losses. While the figures are not yet available, these, it is expected, will show substantial progress toward the standards of other countries in the ratio of fire losses.

The past year has been an era of awakening in Canada, and earnest endeavor has been made to eliminate waste, not only in manufacturing, but in mining and in the developments of all our natural resources.

COMFORT STATIONS FOR THE FARMER

A Simcoe, Ont., newspaper touches on an important question in these remarks:

> "It seems somewhat strange that rest rooms or comfort stations are not more generally provided in our towns and smaller cities into which farmers and their families drive to trade. Women, especially when children are with them, are often inconvenienced by the lack of such places. When tired with the shopping and oftentimes affected by bad weather, the existence of such rooms provided by the business men or by the municipality would indeed be a boon. Regarded from a humanitarian standpoint they make greatly for convenience and health. Regarded as a business proposition they pay, and people are glad to trade in a town where such privileges are found. To be sure the cost of providing and maintaining such rooms is considerable, yet nothing to what is often expended for institutions or events that have no value or at the best only a passing value."

While merchants individually have frequently carried into effect the above suggestion, yet we know of no instance in Canada where as a body or an association, they have acted. One of the great objects of the retail dealer to-day is to keep the interest in the home-town alive in mind of the farming community and it would seem that a big step in the right direction would be the establishment of what the Simcoe writer terms "comfort stations." Make the farmer understand that you appreciate his trade and he is your friend.

ADVISE CASH BASIS OR THIRTY DAYS

(Continued from page 29.)

as the executive or administrative department; the finance, including the credit department; the purchasing or producing department; and the sales department.

Having given details of the operations necessary in each of these departments, Mr. Wilson stated: "If you want to move a great bulky article with a four-horse team, the surest way to do it is to hitch the horses so that all will be pulling steadily in one direction; and in business if you wish to reach the goal of business, the bull's-eye of the target of business, 'profit,' you must so hitch the four-horse team of business organization —executive, finance, purchasing and sales department — on the same side, shoulder to shoulder, and encourage them to pull surely, steadily, and unitedly toward the goal of profit. There must be no lagging, no holding back, no jealousy, but one strong, well-sustained, united effort, and if we can induce this in the various institutions with which we are connected there will be no danger of our failing to take advantage of the magnificent prospects that stretch before us. Let us on the threshold of this New Year which should be the greatest and grandest Western Canada has ever known, firmly resolve that so far as we can individually do as we will, work in harmony and full accord with our fellows, and with them make a long pull, a strong pull, and a pull altogether for the betterment of our own institutions. The result will take care of itself—and of us as well."

Big Step Already Taken

H. Annis, vice-president of Marshall-Wells, Ltd., declared that when representatives of trading concerns, salesmen, credit men, buyers, and managers could meet as they were doing that night to discuss matters of mutual interest, that will help to increase sales and profits and tend to reduce losses, through careful handling of credits, they had gone a long way toward arriving at an understanding that would be mutually beneficial. With a view to indicating the advantages and the disadvantages of the location of Winnipeg as a business centre, Mr. Annis sketched the history of the city from the time it was a trading post, stating that the more he knew of Winnipeg and the West and the possibilities of development, the surer he was of their future and the greater occasion he had to feel that it was a privilege to be here. The territory that they as merchants were endeavoring to serve would in time become one of the great countries of the world, and future generations would be envious of those who were here and their day and generation. Because of this country's ability to produce grain and live stock a steady growth was assured, and to this had to be added the possibilities of mineral development.

The Distributing Centre

Winnipeg, stated Mr. Annis, was naturally the point from which goods can be distributed to best advantage to the country that lies to the West. In some heavier lines local western distributors had the advantage within the territory immediately surrounding their point, but in a general way there was no need for him to explain the advantages that Winnipeg possessed.

"But do not be entirely contented with our location," said Mr. Annis. "We have something here we must safeguard against those who have held us in light regard during the trying period of the last two years. This country has produced sufficiently well this year to have its attractions now for those that cared little for us in the time of our adversity. We cannot hide from them now evidence of our prosperity, for the crop we have produced is running over the tops of everything the farmers tucked it into. Make no mistake about what we have here. When the final returns are all in, the results, in my judgment, will exceed any estimate that has been published, and the results of marketing a portion of the crop are already written on the countenances of those assembled here. There is a good British motto, 'What we have we hold.' Its meaning has been made clear to me this fall. To me it means, if we held the bag when there was little in it, let us hold it now when we have difficulty in tying the string, and let nothing be diverted that belongs rightfully to this community of merchants."

ARE RETAILERS TO BLAME?

(Continued from page 31.)

fencing in some districts have become so small as a result of this competition, dealers are not disposed to handle it at all. The mail order houses come along with their prices in black and white, which cannot be met as long as the dealer continues to do business on the old system. And what is now true of fencing, is liable to be equally true of many other hardware lines before long.

Dealer Has Cold Feet

A fence manufacturer used the following words when asked why the dealer was losing his fence trade:—"The dealer has got cold feet in many cases, and refuses to carry good stocks because he is afraid that the farmer will send away for his fencing anyway. If dealers would get right out, and say they have got to head off this business, they would keep it at home. The dealer can't get the same credit from us he used to get. Manufacturers are content to work on a smaller margin—they have had to do so since this mail order competition commenced to get so strong. If the dealer paid cash, he would be in a better position to handle the fence trade. Instead, he gets an inquiry for fence, and writes to us for prices. Possibly he gets cash from the farmer, but he wants 60 to 90 days from us. In other words, he is using our money to finance the rest of his business. That's why some manufacturers are going after the mail order business—they get the cash.

"A great many dealers are holding their fence customers, and it is mostly through their own efforts. It is like any other branch of the hardware business, if they concentrate their efforts on it, they will get it."

Must Anticipate Requirements

Now as regards the prospects of the dealer next spring. He can safely expect that the farmer is going to buy earlier and more than he did last year, the chief reason being that the farmer has the money, and is disposed to pay more attention to his farm than he did in former years. That buying will be done earlier this year is evident from the fact that manufacturers are receiving inquiries daily, in larger volume, and much earlier than they ever did before. There is a good demand for barb wire, but it is probable that more woven fencing will be required next spring.

As already stated, prices will be higher, and it is necessary for dealers to anticipate their requirements if they are going to do business on the same level as their city competitors. Prices are higher than they were last year. Barb wire which cost 2.25 per 80 rod spool in 1915, will cost 3.25 for next season, and with the raw market on the up grade, quotations are bound to go higher still before very long. Manufacturers predict a further advance of about ten per cent., and are not guaranteeing prices. Not only is the raw market advancing on wire goods, but manufacturers are having difficulty getting supplies.

BRITISH INDUSTRIES FAIR

Fair Will Be Held in London, England February 21

In view of the success of the British Industries Fair, held in the Agricultural Hall, London, England, from May 10 to 21, 1914, the Imperial Board of Trade have decided to hold the second British Industries Fair at the Victoria and Albert Museum, Kensington, London, on February 21, 1916. The fair will be open for 12 days. The trades exhibiting will be toys, glassware, fancy goods, earthenware, and china, printing and stationery.

Making Show Cards Doubly Attractive

By Using Illustrations Taken From Advertisements in Hardware and Metal, Show Card Writers Have Overcome a Former Difficulty—Three Attractive Show Card Suggestions.

By T. O. CRAWFORD

THE three show card suggestions accompanying this article can be easily and quickly made by any card writer or window trimmer who is at all handy with a brush or pen.

Those who have been following the Edwards course of card writing which is running in Hardware and Metal [article 13 appeared last week] will find that all phases of card-writing necessary for making show cards, such as are shown here, have been treated in the regular course. The illustrations used in preparing the accompanying show card suggestions have been taken from advertisements which have recently appeared in Hardware and Metal. The illustrations make the show cards doubly attractive. A well illustrated show card, like a well illustrated newspaper advertisement, attracts attention, and holds it. By using illustrations taken from the advertising pages of Hardware and Metal the card-writer can save a great deal of time when preparing show cards.

At one time you often heard show-card writers lamenting because they could not draw suitable illustrations or figures for show cards. This difficulty has now been overcome by using the splendid illustrations which are used in advertisements in every issue of Hardware and Metal.

The illustration used in preparing the "Military Service Mirror" show card

The illustration used in preparing the above show-card suggestion was taken from an advertisement which appeared in a recent issue of Hardware and Metal.

was taken from an advertisement which recently appeared in Hardware and Metal.

The illustration of the soldier shaving was cut from the advertisement and pasted on a sheet of plain white cardboard, measuring 9½ in. x 13½ in. The illustration showing the mirror and case was also cut from the advertisement and pasted on the card as shown. The heavy

The illustration used in preparing the above show-card suggestion was taken from an advertisement which appeared in a recent issue of Hardware and Metal.

border surrounding the larger illustration was made in black with a brush, and the black border was in turn surrounded by a slate grey border.

The lettering "Military Service Mirrors" is called a brush stroke "Bradley." It is one of the easiest of all the brush stroke alphabets to master. In making this lettering the brush at nearly all times is held in the same position. The smaller lettering at the bottom of the card was made with a stub pen. The grey color used for ruling was made by mixing black and white together.

The illustration used in preparing the show card suggestion featuring "Stanley" hammers was taken from an advertisement which recently appeared in Hardware and Metal. This card is very appropriate for use in a window or interior display of tools. A good variety of hammers is shown on the card, in very small space. The finished show card measured 7½ in. x 14 in. The large lettering on this card was done with a No. 1½ round writing pen. The shading was done with a small brush. A stub pen was used in making the small lettering.

Card No. 3, featuring step-ladders, is a rather unusual one, because as a general rule step-ladders are seldom featured in this manner.

The illustration of the step-ladder was taken from an advertisement which appeared in a recent issue of Hardware and Metal.

The card was quickly and easily made. The ladder illustration was cut from the advertisement and pasted on a sheet of plain white cardboard, measuring 13 in. x 14 in. The ground work below the ladder was washed in with black ink thinned down with water. The lettering on the card is a slanting Roman shaded. It is brush stroke work all the way through. A No. 6 red sable brush was used in making this card. The border was made with a stub pen.

The tools and materials used in making the cards are as follows:—Cardboard, paste, black for brush, black ink for pen, card-writer's white, No. 6 brush, 1½ round writing pen, stub pen, ruler, scissors.

The illustration used in preparing the above show-card suggestion was taken from an advertisement which appeared in a recent issue of Hardware and Metal.

WHAT OTHER PAPERS SAY

COMMERCIAL JUDICIARY NEEDED

(From Canadian Credit Men's Journal)

One of the chief difficulties confronting creditors when they bring a prosecution against a crooked debtor is failure to get adequate sentence imposed by the Courts when guilt has been established. Unfortunately, to our way of thinking, there are too many judges on the Bench who are thoroughly skilled in the law, but have little idea of its application from a commercial standpoint. Commercial judges — men who have a thorough knowledge of trade and commerce and know something of the intricate nature of crooked deals—are rare, and until the country builds up a judiciary, skilled in business and for the express purpose of handling commercial cases, there will always be more or less ground for complaint. The judges to-day, we believe, follow the statutes according to the best of their knowledge and belief, but there are a vast variety of nefarious transactions not covered by the statutes of which many of these judges have little knowledge; and the result is, not appreciating the importance of the situation, the debtor has the benefit of the doubt and goes free, or with a sentence of a class or kind that has no deterrent effect on the other fellow who may be considering a similar scheme.

* * *

HUGE CROPS HALF MARKETED

(From Financial Post)

At the close of the year there are several facts which should be reassuring to business men, the chief of which is that of the great cereal crop reaped in 1915, but half has as yet gone to market and for that which remains, and the moving of which will tax our transportation facilities, there is every prospect of the price being higher than that obtained for the half already marketed. It is a striking fact, also, that as the year closes, the banks carry more deposits than they have done at any previous time in their history. Those companies that have gathered from abroad during the past half century, funds to use in developing our farms and other resources, and those organizations that have encouraged thrift by inducing the investment of savings in assurance, find from their investments a return better than in normal times. After taking from the people's savings the proportion loaned to the Government, and payable during the first months of the year, there will still be left large sums available for investment. It was expected that the war loan would for a time exhaust the resources of the investor, but as a matter of fact his appetite for the high-class securities seemed fresher after his application for $100,000,000 than before, and in consequence prices advanced somewhat. With half our crop to market, with our coffers well filled and the prospect of a strong market for our products generally during 1916, there is every reason to enter the new year with cheerfulness.

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AN OLD ACQUAINTANCE

(From Montreal Journal of Commerce)

In the disclosures recently made of alleged plots at San Francisco to destroy bridges and tunnels on the Canadian Pacific Railway, Canada hears again from an old acquaintance. The plots are said to have had their origin in the office of the German Consul General at San Francisco, Mr. Franz Bopp. Mr. Bopp was Consul General for Germany in Canada a few years ago, with headquarters at Montreal. He it was who represented the Kaiser in the Dominion when the commercial war between the two countries began. The German Government undertook to punish Canada for the granting of the preferential tariff to Great Britain. The step then taken by Canada was, it is true, a departure from the then existing relations between Canada and Germany, but it was not a step that gave Germany a good cause of complaint. Germany and Belgium had old treaties with Great Britain which not only assured those nations of what was commonly known as "most favored nation treatment," but went further, guaranteeing to Germany and Belgium the same tariff treatment as Great Britain herself received in the British Colonies. These treaties, made at a time when the wishes and opinions of the Colonies were not deemed worthy of consultation, really stood in the way of freedom of commercial arrangements within the British Empire. Petitions and resolutions seeking the termination of these treaties had proved of no avail. It was only when the Canadian Government, taking the bull by the horns, decided to ignore the treaties and grant a preference to Great Britain that a change was effected. This vigorous action led the British Government to give notice to Germany and Belgium that the treaties would be denounced. Belgium saw no cause of complaint in what Canada had done, but Germany took offence and immediately penalized Canadian products by subjecting them to the higher German tariff. Mr. Bopp was then then German Consul General in Canada. Representations were made through him, as well as through other channels, to the German Government by the Government of Canada, setting forth that Canada still granted to Germany all the tariff concessions that were granted to any foreign nation, that therefore Germany should not feel offended, and incidentally pointing out that in event of a tariff quarrel between the two countries, Germany stood to be the loser. If Mr. Bopp was himself favorably impressed by this argument, it is certain that his chiefs at Berlin were not. Canadian trade with Germany continued to be handicapped. Then, finding that the Germans would not be reasoned with, the Canadian Government applied a club in the form of a surtax on imports from Germany, which speedily shut out the products of Germany, and brought the German Government to sue for commercial peace. Mr. Bopp had in the meantime passed out of Canada, leaving to his successor the task of readjusting the relations between the two countries. Now Mr. Bopp reappears at San Francisco in a role which, if the allegations are well founded, is decidedly hostile to Canada.

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CONSUMPTION OF ALUMINUM

(From Canadian Mining Journal)

The consumption of aluminum in the United States in 1914 was the largest on record and amounted to 79,129,000 pounds, valued at $14,523,000. Sixty years ago aluminum was a chemical curiosity, valued at $90 per pound. The total amount produced in 1883 was 83 pounds. About 1889 it was selling in the United States at $4.50 per pound, and the output was 75 pounds per day. With cheapened electric power and improvements in manufacturing processes, due to the genius of men like Charles M. Hall, the metal has ceased to be a "chemical" and its uses and applications are growing. At the end of 1914 it was selling at 19 cents a pound, but now, owing to the great demand, it is worth 60 cents a pound.

The consumption of metallic aluminum in the United States is much greater than the output and, though some metal is exported, a much larger quantity is imported. Much secondary aluminum is recovered from one source or another, largely from scraps, borings, and turnings. This recovered aluminum amounted, in 1914, to 6,253 short tons, or 12,506,000 pounds. The consumption of the metal is growing rapidly and the facilities for turning out enough for home consumption are inadequate. The one concern manufacturing the metal in the United States has steadily expanded its plant capacity in recent years, and has recently acquired an immense plant capable of generating 100,000 horsepower at Whitney, N.C., financed by French capital, but on which work has been suspended.

The great increase in the consumption of metallic aluminum has been determined by the peculiar properties of the metal, especially its lightness. Commercial aluminum has a specific gravity of about 2.7, whereas the specific gravity of brass is about three times as great, that of steel about 2.8 times as great, and that of copper approximately 3.3 times as great. Hence the metal has been in demand in the manufacture of automobiles, aeroplanes and dirigible balloons.

* * *

PANORAMA OF PROSPERITY

(From the Wall Street Journal)

The prosperity of the country at the present time can hardly be more evident than it is to the Jersey commuter on his trip to the office every morning. Beginning at the West Shore yards at Weehawken, he sees hundreds of freight cars side-tracked and waiting to be unloaded, while packages of every description are piled high, on each available foot of space. At anchor in the river are at least a half-dozen freight vessels, loading or awaiting their turn to dock. Small sailing craft, schooners and other infallible signs of abnormal times are receiving their share of the bountiful shipping harvest.

The only sight, alien to this industrious scene, is the idleness of the German piers at Hoboken, but we need only look to the other side of the river to see the contrast. Here ships, surrounded by lighters, grain elevators and barges, are rapidly settling to a depth which seems almost unsafe. The piers are choked with piles of goods awaiting export.

* * *

WHERE CONSERVATISM FAILS

There is something about the retail business which tends to make the merchant conservative, and that kind of conservatism which causes him to take time enough to find the "worth while" of each proposition before making changes—that is the kind on which good business is built.

But there is another kind which keeps dealers moving along in the same old rut, oblivious of modern and helpful ideas; this, too, is called conservatism. In reality, it is dry rot.

It may be said that, so far as their business is concerned, few dealers let their conservatism run to a point where it paralyzes all initiative.

But when it comes to politics it is a different matter. It has been their custom to keep out of politics, to leave it to their beneficent Uncle Sam to give them a square deal in legislative matters, and, as a result, they find themselves both neglected and misused.

Senator Clapp, of Minnesota, in a recent address, hit the point exactly when he said: "The man who is pursuing the even tenor of his way, asking nothing but what is right and just, wanting nothing in government but justice, forgets that his supineness will be taken advantage of by the eternal vigilance and activity of wrong."

Here is the strongest possible justification for every trade association and every retailer taking an active interest in politics.

We are coming out of it and getting to work rapidly. The activities of all the associations in the last four years show it, but more of us must become active and not leave it all to the state and national officers.

At this very moment there are two laws which we especially need.

One is a price regulation law, as set forth in the Stevens Bill, and the other is an honest advertising law similar to one in Germany which, among other things, has done away with this "save middlemen's profits" talk and other statements of a like misleading and untruthful nature.

These measures mean so much to the welfare of every honest business man that no member of any retail association can afford not to support them, and we believe this fall and winter will show a further discarding of old customs and a greater interest on the part of retailers in pushing legislative questions.

THE JUNIOR CLERK'S PAGE

Personal Efficiency*

A Man in His Lifetime Has Two Things to Do—A Narrow-Minded Man Can Never be Truly Efficient—Need To-Day of Symmetrical Men

THE efficiency that I am going to talk about is the efficiency that makes well-rounded men to lead symmetrical and successful lives. The personal efficiency that I have in mind is the best development of the human individual, not only from the standpoint of business and work, but from the standpoint of culture and play also.

When we talk of success or a successful life we are tempted to analyze the qualities that enter into this success. The most important of these qualities, to my mind, are courage, energy, persistence, initiative and character.

Courage is the quality that sustains a man's heart in tackling difficulty. It makes him stand up under the burden and heat of the day, and encounter each new difficulty with zest and with a determination to overcome it.

Energy is the steam of the boiler, the driving power. It enables a man to keep going and not lag in his energy. It is that peculiar, undefinable power in a man that keeps him going.

Persistence is the bulldog quality of tenacity, the ability to hang on. That quality that says, "never say die." It is the quality that insures a man from not being baffled by difficulties; what we sometimes call sand or grit.

Initiative is the power to plan, and to adminster. It is the power that distinguishes the master from the slave, the leader from the followers. It is the characteristic that distinguishes the human from the machine.

Character is that pervasive and intangible thing that sees to it that all other qualities are used to right ends. It is the compass of a man's life. Without this all the other qualities mentioned will simply make of a man an educated and finished rascal.

Success in almost any line may be purchased by a man of even average ability or intelligence, if he is willing to pay the price. Scholarship, wealth, position, may all be had if a man is but willing to give up the things that will be required to attain his object.

Offices and workrooms now have many labor-saving devices, I need only instance the typewriter, dictaphone and the adding machine. What are these labor-saving devices for? Is it not that a man may save time? But what are you going to do with the time you have saved? It has been truly said that a man is known by the way in which he spends his leisure.

A man in his lifetime has two things to do. First, to make a livelihood; second, to live a life. Some men make the former of these two the chief business of life, as though life were but a procession from the cradle to the grave.

All of you have known old men who have devoted their entire lives to the strenuous and unremitting pursuit of wealth. In old age these old men are helpless and have nothing to do. They may have attained wealth, but they have no way in which to spend the leisure which their wealth brings them. They do not care for books, art or music. These qualities have been allowed to starve during their pursuit of wealth.

On the other hand, many of us have known old men who in their old age were in the most beneficent and useful part of their lives. They have no difficulty in finding ways in which to spend their time. They are fond of books, reading, art, literature, music. They present to the world a picture of a serene and honorable old age.

Real personal efficiency consists in the building of a well-rounded and symmetrical life. I once heard a great sermon preached on the text, "Behold, I set before you an open door." In youth men have about them many open doors. One is called history, another music, another art, another literature, another biography, another science, and so on.

These doors at first spring open and shut very easily. As long as they are used properly they are easy to open. However, if you neglect to use them, gradually one by one they begin to rust shut, and after a while the time will come when you will no longer be able to open them. Instead of looking out on life through 50 doors, you will be looking out perhaps through three or four doors. Your life lacks that much, therefore, of being truly efficient.

Lives are really lived in breadth and depth, rather than in length. The poet spoke wisely who said, "Better 50 years of Europe than a cycle of Cathay."

Men's lives are measured by the versatility of their interests. From this it follows that in order to make an efficient man it is necessary for a man to cultivate every side of his nature thoroughly, and to take an interest in as many things as possible. He must not devote himself singly and wholeheartedly and with his whole time to business. He must also think of music, of art, of literature, and all of the other things that minister to a man's best nature. He must attempt to make of himself an all-around man. It is necessary to keep open as many doors as possible, so that life may be viewed broadly and wisely, and not narrowly. A narrow-minded man can never be truly efficient.

There is great need to-day of symmetrical men. We are living in a time when problems are constantly arising, and it takes men of the highest calibre and of the greatest all-around efficiency to solve them. They cannot be solved by men of narrow interests. The problems of to-day need breadth and vision.

The problems of the coming century cannot be solved by men who know only their business. The fact is, we know that the problems of the past decade or two would have been very much better solved if their solution had not been attempted by men solely of a business training.

After all, the highest personal efficiency is based in the fullest development of a man. A man must cultivate his heart, his mind, and his spirit if he is to build a truly efficient life.

We all want to develop the best type of our class. We all want to be well-rounded and symmetrical men; therefore, to any man who asks me how best to attain personal efficiency, I would say something like this: So live, and so develop, and so grow, that when you depart men may not say of you, he was a good merchant, or banker, or lawyer, or bookkeeper, but rather, he was a man.

*From an address delivered by Richard R. Price, Director of University Extension, University of Minnesota.

Sheet Metal Workers' Course

By Chas. Sievers

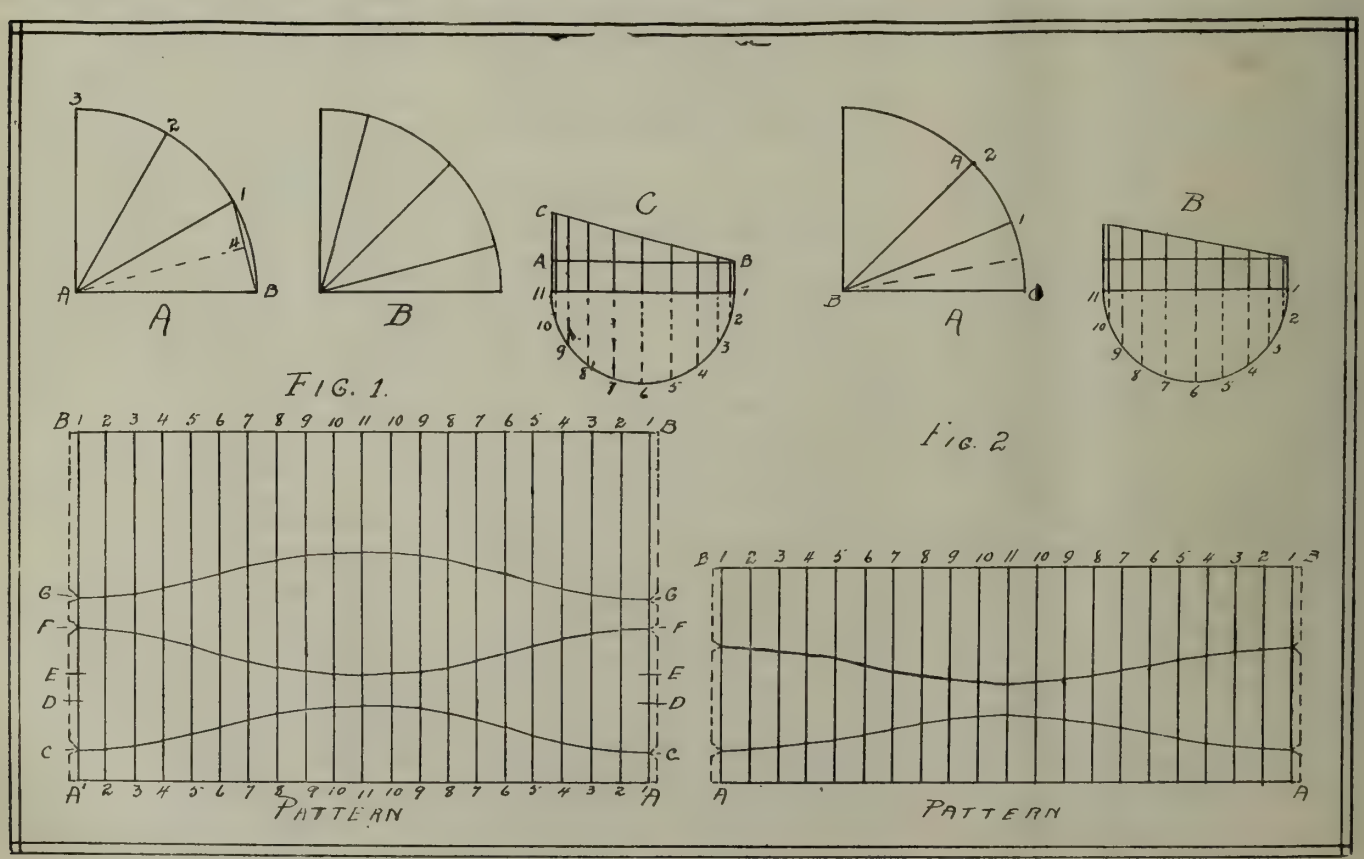
A READER recently asked for some details regarding the proper course to pursue to cut a more than two-piece elbow in round pipe. No doubt many sheet metal workers would be interested in the same lesson.

This lesson will explain the problem. Having decided how many pieces the elbow is to be made, the first step is to find the amount of rise to give each section of the elbow. To find this, draw a quarter circle, with a radius equal to the diameter of the elbow required, as shown by A-B at A in Fig. 1. With dividers or compasses divide the quarter circle in two equal parts, one part less than the number of pieces required in the elbow, so that for instance for a four-piece one, divide into three equal parts, as shown by 1, 2, 3, at A in Fig. 1. Divide one of these divisions into halves, one of which will be the raise required, as shown by B-1-4 at A.

At B is shown the sections as divided, laid out in a similar manner to an elbow.

In ordinary practice it is only needed to develop one-piece of the elbow. At C is laid out A-B equal to the diameter required, and at right-angles to A-B at A is A-C equal to one raise of the elbow as shown by B-4 at A. On the line A-B draw a half-circle, divide the half-circle into a number of equal parts as shown by the figures 1 to 11. From each of these points draw lines at right angles to A-B extending them until they join the line C-B. The next step is to outline the pattern. Draw two parallel lines as shown at A-A and B-B. At one end draw a line at right angles to A-A to B-B. From this point set off on A-A and B-B the divisions on the half-circle, from 1 to 11, and repeat in order to make the circumference complete. Next draw lines joining 1 to 1, and 2 to 2, etc. With compasses or dividers measure the distance from the line 11-1, to the line C.B, commencing at point 1, and set off from A-A on lines numbered 1, measure off space 2, and set off on lines two, measure off space 3, and set off on lines numbered 3, and so on until the space numbered 11 is reached, when it can only be marked off once, it being the centre of pattern. Now draw a line through the points just obtained on pattern, which will give outline of one end piece. To mark out balance of elbow, one line 1-1 on each end mark off, first the amount of raise, as from A-C shown at C, then the desired width of each piece of elbow in the throat, and then the raise A-C, as shown, by D-E and F at each end. Cutting out the portion of pattern just finished, turn it over on to the upper part of layout, keeping the points C-C even with the points F-F when even scribe off with scratch awl or pencil. To

(Continued on page 43.)



NEW HARDWARE GOODS
OFFERED TO CANADIAN HARDWAREMEN

HONE HANDLE STROP

American Hone Company, Olean, N.Y., recently produced the hone handle strop, here illustrated. The new strop has a hone handle, which the makers claim is of an exceptionally high quality, and will not break easily by dropping. It may be washed, and acts as a form to wind the strop around when you wish to pack it in a travelling case. The makers of the hone handle strop claim that the easiest way to keep a razor in condition and the only way to keep it in perfect condition is to draw it across a fine hone

The Hone Handle Strop

two or three times every time you shave, and then 10 to 15 light strokes on a fine strop held taut. The hone is said to be hand-made, silk sifted and non-filling. The strop has a tannage of shell horse-hide.

The strop and hone can be used for either ordinary or safety razors. Complete descriptive matter will be supplied on request.

NEW ELECTRIC LANTERNS

The Canadian H. W. Johns-Manville Co., Toronto, announce a new series of electric lanterns. All of them are constructed to take the regular standard dry battery, but the makers claim that the unenclosed type differs radically from any other lantern on the market.

They state that the chief difficulty hitherto with this type has been that the weight of the battery was carried almost entirely on the terminals, which by the undue strain thrown on them, soon broke away, rendering the whole outfit useless.

In the new "Battery Clasp" lantern, the battery is held by a strong metal "clasp" which almost encircles it and takes the weight entirely from the terminals, leaving them to perform only their natural functions.

The other two numbers are both of the enclosed type, the difference lying in the fact that they are for one and two cells respectively. The containers forming the body of the lantern are of heavy rolled metal, strongly seamed and stove japanned. The lens and reflector are said to be of the most approved type, throwing a powerful beam of light for upwards of 100 feet.

The new automatic lock-switch furnished with these is said to have a very valuable feature. In both patterns the switch is positive and self-locking in any position, so that it can neither be turned on or off accidentally.

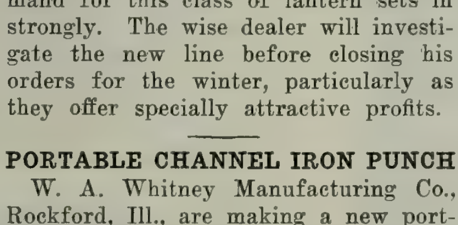
The advantage of this will be apparent to anyone who has had the experience of a battery wasting away unnoticed, simply because the switch had become accidentally turned on, with the result that the lantern was useless just at the time it was needed.

This is the time of year when the demand for this class of lantern sets in strongly. The wise dealer will investigate the new line before closing his orders for the winter, particularly as they offer specially attractive profits.

PORTABLE CHANNEL IRON PUNCH

W. A. Whitney Manufacturing Co., Rockford, Ill., are making a new portable channel iron punch, which they claim is a tool every sheet metal worker has always needed.

The capacity of the new punch is ¼-inch hole through ¼-inch iron. Punches to centre of 4-inch channel iron, with

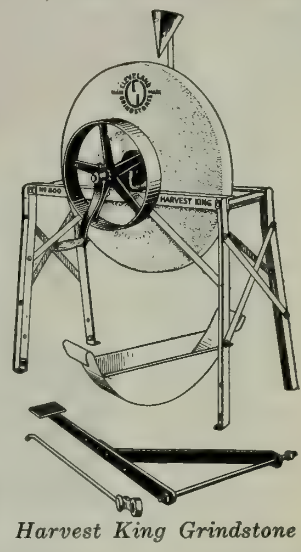


Portable Channel Iron Punch

1½-inch flanges. The new punch is very similar in design to the No. 2 punch made by the company; the same punches and dies and all other small parts can be used in both. The only part that is different is the drop-forged lower jaw, which has the opening back of die socket that allows channel and angle iron to be pushed through from the side, and punched in web, between the flanges. The new punch is a trifle heavier than the No. 2 punch. Both punches have the same sizes of punches and dies—⅛ to ½-inch by 1-32nds.

HARVEST KING GRINDSTONE

The Cleveland Stone Company, Cleveland, Ohio, offers to the trade the Har-



Harvest King Grindstone

vest King, No. 800, power mounted grindstone.

The frame is of heavy angle steel, 1¼ in. x 1¼ x 3/16, strongly braced. The frame folds up, and it is only necessary for the ultimate buyer to attach one end of each of four side braces to set it up.

The bearings (roller bearings) are made from cold rolled steel shafting. The makers state that the stone is the only cheap power stone on the market with bearings of this type. The stone is a standard high-grade selected Cleveland grindstone, 24 in. x 2 in., with a ⅝ in. shaft, 12 in. x 2⅜ in. pulley, and heavy steel roller bearings, hand crank and drip cup. The makers state that the stone can be set up in a few minutes without instructions. The finish is green and black. The weight with regular equipment is about 125 lbs. Weight complete with trough and treadle is about 140 lbs. The frame is shipped folded complete. The stone is crated separately to save freight.

The Dealers' Mint of Selling Hints

Contained in This Folder Will Be the Means of Helping Every Kyanize Dealer Increase His Profits

IF there is no Kyanize agent in your town, write to-day for the *"Dealers' Mint of Selling Hints"* contained in the red folder which fits your files. It will open your eyes to what co-operation—a partnership between Factory and Dealer — really means. Write us now while the matter is before you. We will answer by return mail.

A STACK of dealers' letters every day thanking us for our co-operative sales help, telling us that we're selling Kyanize for them 365 days in the year, inspires us.

We're going to give our Kyanize dealers the right kind of thanks. We're going to do even *more* for them—send *more* customers to them, create *more* sales, *more* profits than ever before.

"The Dealers' Mint of Selling Hints" tells all about it. It's all in the red folder.

Our co-operative advertising plan, our big national advertising campaign, our steel and wood display cabinets, our wonderful life-size cut-outs, our hanger signs, our movie slides, our circularization helps, our free coupon offer, our Painters' "come-on."

There never was anything like this in the varnish business! It will *Kyanize* the Dominion!

No concern ever stepped up to the Dealer's side and did as much for him—sold as many goods for him—helped him like we help *Kyanize* dealers.

No wonder our Dealers say that every Dealer should grab a Kyanize Exclusive Agency.

Boston Varnish Company

Everett Station **Boston, U.S.A.**

Canadian Distributors:

The J. H. Ashdown Hardware Co., Limited, Calgary, Winnipeg, Saskatoon.

Sturgeons, Limited, 91 Church St., Toronto.

The E. Cavanaugh Co., Limited, 935-945 Notre Dame St. West, Montreal.

Kyanize
KY-AN-IZE

Here's a Plan That Brings Thousands of Dollars to Kyanize (KY-AN-IZE) Dealers in Every Section of the Dominion

A Good Brush for Ten Cents and a Can of Kyanize Free

FIRST you get reliable boys to distribute the coupon circulars to every house-owner and housewife in your town.

The circular tells the uses of Kyanize for floors, furniture—for all interior and exterior woodwork.

The coupon is good for one can of Kyanize free—at your store—with the purchase of a 10-cent brush to put it on with.

Then you run an ad in your local newspaper from the electros we furnish you.

You make a counter display of Kyanize and brushes and put up our "Free to-day" sign in your store window.

This plan brings customers to your store — makes sales — makes profits.

Our dealers are enthusiastic about it. If there isn't a Kyanize Agency in your town write us for our "Dealers' Mint of Selling Hints." Keep it in your files.

Write us to-day for it.

A FULL 15 CENT CAN

FREE TO-DAY Kyanize

FLOOR FINISH FOR ALL WOOD WORK

If you buy a 10 Cent Brush to put it on with

BOSTON VARNISH COMPANY

Everett Station, BOSTON, U.S.A.

Canadian Distributors:
The J. H. Ashdown Hardware Co., Limited,
Calgary Winnipeg Saskatoon
Sturgeons, Limited
91 Church St., Toronto.
The E. Cavanaugh Co., Limited,
935-945 Notre Dame St. West,
Montreal.

EVENTS IN THE TRADE

Personal Notes

J. W. Gibson has been appointed general manager of the Canada Cycle & Motor Co., Toronto.

John Mackenzie, of Mackenzie Bros., Ltd., Winnipeg, Man., wholesalers of hardware specialties, Winnipeg, has been in New York and other eastern centres in search of suitable lines for the western trade. He also attended a convention of representatives of the Rochester Stamping Co., at Rochester, N.Y.

J. A. MacPherson, Winnipeg manager of the Frost Wire Fence Co., has been visiting his home in St. Thomas, Ont., during the holidays, while East, he called at headquarters in Hamilton.

W. E. Beresford, Sarnia, Ont., manager Perfection Stove Co., left recently for a business trip through the West to Vancouver.

H. H. Pigott, formerly credit manager for the J. H. Ashdown Hardware Co., Winnipeg, has accepted that position again, and is now located at Winnipeg. Mr. Pigott was one of the pioneer members of the Canadian Credit Men's Association, and was president of that body for two years.

A. C. Fairbairn, Saskatchewan representative of the Winnipeg Ceiling and Roofing Co., was one of those present at the Credit Men's banquet in Winnipeg on Tuesday night, Dec. 28.

Transferred to Aviation Corps

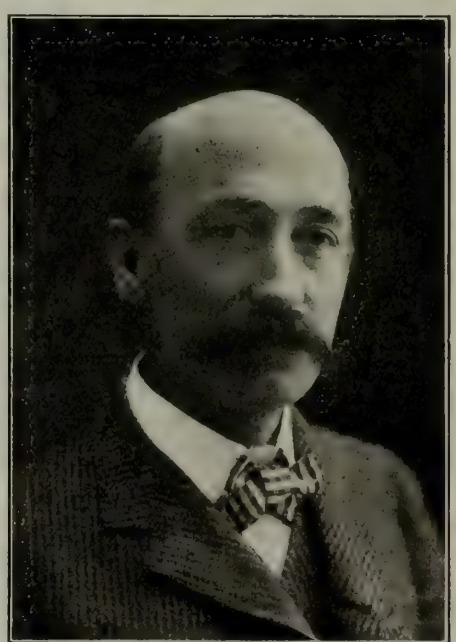
Brantford, Ont.—Sergeant A. Grant MacDonald, of the 125th Battalion, formerly assistant superintendent of construction of the Schultz Brothers Company, Ltd., has been transferred to the Canadian Aviation Corps with the rank of Flight Lieutenant. Lieut. MacDonald's departure was made the occasion of a presentation by the firm of a handsome portmanteau.

Credit Men's Banquet

The second annual banquet of the Western Credit Men's Association and Wholesalers, was held in the Palliser Hotel, Calgary, on December 28th. The gathering was the largest and most successful yet held, there being about three hundred and fifty guests present from all over Alberta, including a large number of commercial travelers. During the evening addresses were delivered by Bruce Robinson, P. Burns, and R. R. Gray, of Calgary, and J. E. Brown, manager of Revillon Wholesale Ltd., Edmonton.

Obituary

Summerside, P.E.I.—The death occurred here recently of James A. Mackenzie, an employee of Stanley Shaw & Peardon, hardware merchants.



Lieut.-Col. W. M. Gartshore, Vice-President and General Manager, McClary Mfg. Co., who was elected Mayor of London, Ont.

Vancouver, B.C.—Word has been received here of the death at San Diego, Cal., of Thomas Dunn, a pioneer hardware merchant of this city. Mr. Dunn came to the city in the early 80's, and was a member of the first City Council. His firm, T. Dunn & Co., occupied premises on Cordova Street, now the Wood, Vallance, Legatt Co.

Toronto, Ont.—The death occurred here recently of Robert C. Brayley, aged 77 years. For 25 years Mr. Brayley represented Doon Twines, Ltd., between Toronto and St. John, N.B.

Owen Sound.—The death occurred here suddenly of Henry Stephens, who for many years conducted a hardware and tinshop on Second Avenue East.

Toronto, Ont.—The death has been announced of Lieut. H. C. Jones, who prior to enlisting was a city traveller for the British American Oil Co. Harry Jones left Toronto a private, was promoted to sergeant on Salisbury Plains, and was afterwards promoted to a lieutenant on the field of battle. Death resulted from a gunshot wound in the jaw.

Industrial Notes

West Lorne, Ont.—The West Lorne Motors, Ltd., will establish a plant to manufacture gasoline tractors, etc.

Toronto, Ont.—The Canada Metal Co. have applied for a permit to erect an additional building to their factory on Fraser avenue at a cost of $25,000.

Peterborough, Ont.—The by-law to purchase the Exhibition Grounds was defeated, and the Peterborough Metal Products Co.'s exemption from taxation by-law carried.

Montreal, Que.—The Canadian Car & Foundry Co. has closed an order for nearly 2,000 freight cars valued at about $2,000,000, for the French Government. Work on the order is to be started at once.

Chatham, Ont.—Three industrial by-laws carried by large majorities. These grant fixed assessments to the Gray-Dort Motor Co., American Well Works Co., and the Dominion Sugar Co.

New Industry

Hamilton, Ont.—It has been announced that the Perkins Glue Company, of Lansdale, Pennsylvania, would locate a factory in this city. The company has leased the premises on York Street formerly occupied by the Climax Road Machinery Company, and extensive alterations are being made to the building. A Dominion charter has been applied for and the company will have a capital of $40,000. It expects to start operations on February 1.

Ontario Incorporations

W. G. Edwards Company, Ltd., capitalized at $40,000, head office Bridgeburg, Ont., to manufacture and deal in tools and vehicles of all kinds.

The Precision Manufacturing Company, Ltd., capitalized at $60,000, head office, St. Catharines, manufacture and deal in tools, machinery and metal articles.

Hardwaremen in Civic Elections

Various Branches of the Hardware Trade Represented by Men Who Were Returned in Elections Held in Ontario During the Past Week.

Elections at London

London, Ont.—Lieut-Col. W. M. Gartshore, vice-president and general manager McClary Mfg. Co., was elected Mayor of the city at the recent election.

Frank White, of the London Rolling Mills, was elected to the Board of Control.

C. W. Summers, hardware merchant, was re-elected as alderman.

E. R. Dennis, of the Dennis Wire & Iron Goods Co., was elected to the Utilities Board at the recent election. Mr. Dennis received the largest vote in the whole election, being returned with 4,770 votes.

F. G. Mitchell, of the London Engine Supplies Co., is a member of the Utilities Board, having been elected for a two years' term last year.

W. W. Nobbs, local sales manager McClary Mfg. Co., was elected as a member of the Board of Education.

Mayor of Welland

Welland, Ont.—J. H. Crow, hardware merchant, was elected mayor by acclamation.

Reeves Elected

Jos. Weber, hardware merchant was elected reeve of Neustadt, Ont.

J. B. Skelton, hardware merchant, was elected reeve of Palmerston, Ont. Duncan McNabb, of McNabb Bros., hardware merchant, was elected reeve of Orillia, Ont.

Other Offices

Brantford, Ont.—W. R. Turnbull, of Turnbull & Cutcliff, Ltd., of the Street Railway Commission, was re-elected. Alex. Ballantyne, hardware merchant, was elected as alderman.

Charles W. Conn, president Ontario Retail Hardware & Stove Dealers' Association, Tillsonburg, Ont., was elected councillor.

D. Brocklebank, Arthur, Ont., was elected reeve.

Mayor of Galt

Galt, Ont.—Alexander McKay Edwards, president Galt Stove & Furnace Co., was elected mayor by acclamation.

Guelph, Ont.—H. Occomore, hardware merchant, was elected water commissioner by acclamation.

Mayor of Sarnia

Sarnia, Ont.—Thos. Doherty, president Doherty Stove & Co., Ltd., was elected mayor by acclamation.

Toronto, Ont.—Miles Vokes, of the Vokes Hardware Co., Ltd., Toronto, was re-elected to the Board of Education.

Blind River, Ont.—H. F. G. Dreyer, hardware merchant, has been elected mayor of this town.

Mount Forest.—J. P. Noonan has been elected as councillor.

Oshawa, Ont.—A. Goyne has been elected as councillor.

Owen Sound, Ont.—J. Knox Christie, of Christie Bros., has been elected as councillor.

Renfrew, Ont.—H. N. Moss has been elected as Reeve.

"THE BEETON BELL STILL RINGS"

(Continued from page 30.)

Metal asked whether Mr. Bell did much credit business.

"My cash business is growing all the time," said Mr. Bell, "but I have always made it a rule to give practically unrestricted credit."

Hardware and Metal was surprised and looked it.

"The strange thing is," continued Mr. Bell, "that in the 32 years that I have been in business, I have not spent $2 altogether in dunning my customers, and in all my life I have only sued one man."

Just here the conversation was interrupted by a red-cheeked, good-natured-looking rustic entering the store and claiming Mr. Bell's attention. He bought several articles, for which he paid cash. When he had left the store, Mr. Bell resumed:

"That man who was just in once owed me an account that had been running for eight years, and I had more trouble in collecting it than with all the other accounts on my books. He resorted to every possible trick and subterfuge, but my blood was up, and I followed him up so hard that he finally was shamed into paying me. Now, he nearly always pays cash for his purchases."

Mr. Bell's unlimited credit policy would not be a safe one to adopt in the average community, but it has undoubtedly worked well among the high-class country trade which makes Beeton a shipping centre.

Some Stove Salesman

One of Mr. Bell's windows was devoted to stoves at the time of Hardware and Metal's visit, and one side of the store, about half its entire depth, was also given over to showing stoves, each of which was mounted on caster-trucks.

During Hardware and Metal's visit, Mr. Bell, single-handed, sold no less than three heaters. One of them went to a farmer and his wife, who seemed determined to buy a cheap heater. But they drove away with one of the best on the floor. A few minutes later another farmer came in and W. J. sold him the heater that the farmer and his wife had just considered, without making an effort to sell him the very expensive line.

"I knew that the couple who wanted the cheap heater could easily afford the best I had," said Mr. Bell, "so I switched them away from the one they appeared willing to buy, and showed them that the more expensive one would give better heat, look better, and be altogether more satisfactory. But the argument that clinched the sale occurred to me when the wife began to tell about the particular corner of the room where she wished to set up the stove. I then pointed out how the heater I wanted to sell would look particularly cheerful in that corner, and would practically give the effect of a fireplace. The wife immediately decided that she wanted that heater, and no other would do. And it was lucky, too, because the man who came in later really couldn't afford a more expensive heater, and if I had sold the couple the heater they first wanted, I wouldn't have had anything to suit him, for it was the last of the kind I had on my floor."

Mr. Bell has made a fine success of his paint department, and an interesting story of his experiences will appear in an early issue of Hardware and Metal. Another important feature of his store, which will be referred to later, is an ingenious rack for holding forks, rakes, shovels, and dozens of similar articles. The farmers fairly revel in the goods displayed in this rack, which is a real "silent salesman."

SHEET METAL WORKERS' COURSE

(Continued from page 38.)

obtain the next piece, on lines 1-1 mark off the width of each piece at the throat as between D and E, as shown by G-G. Using the first portion of pattern obtained, next place the points C-C over the points G-G and when even scribe around. The balance of the layout or piece will form fourth piece of pattern. The dotted lines show the allowance for locks on each end, (no allowance is shown for small end), the notches on the locks are to allow machines turn edges.

In Fig. 2 we have an angle elbow in three pieces. At A is shown the angle A-B-C, which is divided in the same manner as described for a square or 90 degree elbow. At B is shown the raise laid out to obtain the height at the different points, and below is shown the pattern developed all the different steps being the same as described in Fig. 1.

Business Changes

Tribune, Sask.—Benning & Kyle have dissolved partnership, J. H. Benning continuing.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

Prices of many hardware lines are still soaring and the trade is beginning to wonder what will be the consequences of such unprecedented advances. There is no relief in sight, and those in touch with the situation can see nothing ahead but still higher prices as stocks become exhausted without assurance of further supplies. There is almost certain to be serious shortages of many lines of goods when the spring trade opens up. A few of the many lines which have advanced this week are wire, sheets, picks, crow bars, clothes line, stove pipe wire, cotton waste, copper, tin, iron and copper rivets, locks and knobs, cotton rope, hinges, lead sheets, vises, wrenches, shoe treads, staples, nails, iron and steel, linseed oil, turpentine, dry white lead. Further advances on many lines are predicted in this week's reports.

Nearly all travelling salesmen are again on the road, and reports from all districts indicate that the outlook for business is exceedingly bright. Prices on many lines are withdrawn and quotations are only made on application. The steel companies are working night and day on war orders. It is felt in many quarters that there will be very little relief from present high prices for at least six months. The situation regarding ready-mixed paints is again becoming critical. If the present high costs of raw material continue, and further threatened advances take place, it will be necessary to advance prices in the near future.

Stock-taking is being carried on throughout the retail hardware stores of the Dominion at present, and considerable attention is being paid by retailers to the collection of outstanding accounts.

Advances are expected in the near future on files, screen doors and windows, refrigerators, white lead, iron pipe and other lines referred to in the following reports. New lists on tacks and capped goods have been issued and are shown elsewhere in this issue. The new prices on tacks represent an advance of from 10 to 20% on the best selling sizes.

MONTREAL

MONTREAL, Jan. 6.—Up and up continues the movement of the markets for iron and steel and the products and higher manufactures thereof. There is evidently no relief in sight, and dealers who are in touch with the situation can see nothing but continued adjustments to higher levels as stocks become exhausted without assurance of future supplies. From one quarter comes the report of small orders taken from Canadian firms this week, but at prices which would warrant further substantial increases on the present market. Otherwise the deadlock continues and deliveries are being further and further deferred.

The iron and steel list has again been affected in practically all its items, the advances being from 10c to 50c. Galvanized sheets have gone up another 50c. Nails are up 20c and staples 15c, and there are advances of 15c on all the different wires, including hay, plain steel, and plain fence, and 10c on barb and other galvanized. Lead sheets are up 75c, copper rivets 5 per cent., and other items which have advanced are: picks, crowbars, screw hinges, cotton rope, stove pipe wire, clothes lines, boiler rivets, vises, wrenches, shoe treads and old materials generally.

Higher prices are being predicted for steel sheets, galvanized sheets, plain and galvanized pipe, boiler tubes and plates, the various kinds of iron and steel, shovels, etc.—in fact, throughout the list of iron and steel products. Copper, tin and lead have scored advances in the metals department.

The first week of the year being a broken one in the French trade owing to Epiphany being widely celebrated as a holiday, in many of the fields the travelers have not taken the road. From Western points the mail orders have been very satisfactory, and the indications are that the optimistic outlook generally entertained in the trade will be fulfilled. Orders indicate a general sorting business in spring lines, and there are evidences that stocks in retailers' hands are being brought up to something more like a normal state.

Tin Advances.—There has been an advance of 1c on tin in the local market during the week. This is in sympathy with the New York situation, where there has been a net gain of ¾c since Christmas, following the recovery referred to in last report. The contributing reasons for the strength, as given by the American metal market, have been the eagerness to buy tin shown by customers, on fears of British restrictions on the amount to be allowed to come to America, and heavy American deliveries for December, representing accumulating safety stocks by consumers. This has been accentuated by the fear that the Japanese steamer, torpedoed in the Mediterranean, was one of the name bearing a cargo of tin. Sellers in New York are declining to quote prices until the situation is clearer, and the market is, therefore, nominal and largely guesswork. Montreal quotation: 46c-47c—strong.

Spelter Steady.—The local quotations for spelter continue as they have been for some weeks. Outside markets are practically unchanged, and London is particularly quiet. Spot and early deliveries continue very scarce, and this keeps the quotations steady. St. Louis reports that the year closed with considerable strength, with good inquiry for spot and for prompt shipment and sellers displaying more interest in disposing of futures. Montreal quotation: 22c-22½c—steady.

Lead Still Higher.—Last week's advance in lead is followed by another increase of ¼c, and there are indications that the new price will be maintained for some time, and perhaps raised higher. The American Trust has raised its price 10c since Christmas, and second-hands, which were on a par with the old figure, are 2½c above the Trust level, which indicates that there is a fairly active demand. New York strength appears to be the result of London influence, and the impression that lead is urgently wanted abroad, with the inference that America will be called upon further. An advance on the part of the Trust to $5.70 is anticipated. Montreal quotation: 7¾c-8c—strong.

Copper Soars Again.—This week the sensational advances in the American market, which were being recorded at last report, find their full force in taking the local quotation up an additional 3c, which means 5c for the movement. Indications are for further advances, with London in the lead. However, it

must be remembered that a very high level has been reached, and it is not warranted by the possibilities of the mines, being rather the result of shortage of facilities for the refining processes. The future is certainly a vague and unsettled one. Montreal quotation: 24c-24½c—firm.

Antimony.—The antimony situation is inclined to develop strength, although there is no actual change in prices, and a considerable range in quotations continues. The American market indicates a scarcity of spot with a fairly good demand and prices somewhat higher than at last report. However, substantial arrivals are expected shortly, and this should relieve the situation to a large extent. England has been able to reduce the price in that country by government regulation, but this has no effect while the embargo continues. Montreal: 42c-45c—nominal.

Aluminum.—There seems to be some relief in the tension which this market has so long felt, but it has not yet made itself evident in any material reduction in prices. The Boston News Bureau makes the interesting observation that with the extraordinary advance in the price of this metal it would cease to compete with copper, and that some of the transmission lines in the West which were using aluminum wire were even considering the advisability of pulling them down and taking a profit on the metal while replacing with copper. Montreal quotation is 68c.

Solder is Steady.—In sympathy with the position of raw materials the solder market is firm, and the increases noted at last report are well maintained. The Montreal basis is generally as follows:

Commercial half-and-half......	27c-28c
Strictly half-and-half	29c-30c

Steel Goes Up and Up.—There appears to be no new light on the steel and iron situation. Increases are recorded from week to week in the baser products, and as time passes the influence of the higher cost of raw material is more and more widespread throughout the long list of higher manufactures. This week sees advances in the long list of iron and steel, on sheets, on wire and nails, etc., and a number of other manufactures. Dealers report that the attitude of the mills shows little change, and that they are taking very little business. One big house reports that recently some small orders were placed, but that the prices which were charged would warrant much higher resale prices than those now being quoted to the retail trade. Under such conditions, as the present stocks run short, readjustments of quotations from time to time to higher levels must be expected. When the high limit is reached, there will probably be a reaction, and for this reason judgment must be used in the extent of supplies secured, but the present outlook is that there will be much higher prices before there will be lower.

Galvanized Sheets Up.—In sympathy with the steel market a further advance of 50c all round is being made on galvanized sheets, and, with no definite relief in sight as to further supplies, still higher prices are to be looked for. Montreal quotations for case lots are now as follows:

B.W. Gauge	Queen's Head	Fleur de Lis	Gorbal's Best
16	$....	$....	$5 00
16-20	5 90	5 65	....
18-20	....	....	5 20
22	....	....	5 45
22-24	6 00	5 80	....
24	....	....	5 50
26	6 25	5 95	6 30
28	6 50	6 25	6 60

	Premier	Apollo Colborne	Crown
14	$4 90	$4 90	$....
16	4 70	4 90	5 30
18-20	5 30	5 10	5 30
22-24	5 50	5 20	5 50
26	5 75	5 30	5 75
28	6 00	5 80	6 00
10¾ oz.	6 25	6 00	....

Black Sheets Strong.—In sympathy with the general steel situation black sheets are very strong on the recent advances, and higher prices are being predicted so long as the uncertainty as to future supplies continues.

Boiler Plates Very Firm.—Boiler plates are very firm, and difficulty is increasing in getting deliveries from the mills. Predictions are made in the trade that further advances in prices are practically certain, the present quotations being really under the market.

Pipe also Strong.—Advances in black and galvanized pipe to new high levels are expected. The situation is very strong and the difficulties in securing deliveries are increasing.

Nails up 20c.—A very important change in the price of nails takes the quotation up 20c to a level of $3.10 for wire. For many weeks there have been advances of about 10c a week, but this jump of 20c is out of the usual run for even these abnormal times. The trade hardly knows where it stands with regard to wire products at present.

Staples also.—Staples were also affected by the same conditions as brought about the advance in nails, there being an increase of 15c for both bright and galvanized varieties. New quotations are:

Fence staples, galv., in kegs......	$4.20
Fence staples, galv., 25-lb. boxes..	4.45
Fence staples, bright, in kegs.....	3.35
Fence staples, bright, in 25-lb. boxes	3.60

Smooth Steel Wire.—Practically all wire and wire products were affected by the last announcement from the mills, which, following so many others, brings the market to a very high level and emphasizes the extent to which steel has been affected by the war demand. The advance is an additional 15c, making the base $3.15. Quotations follow:

No. 0-9 gauge, $3.15 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Fence Wire.—All fence wires are affected by the advance, the increase on barb and other galvanized varieties being 10c, and on Nos. 10, 11 and 12 O and A 15c. New quotations:

Barb	$3 95
No. 9, coil spring	3 60
No. 9, plain galv.	3 55
No. 12, plain galv.	3 75
No. 13, plain galv.	3 80
O. & A., No. 10	3 31
O. & A., No. 11	3 37
O. & A., No. 12	3 40

F.o.b. London: Barb, $3.45; No. 9, gal., $3.10; No. 12, gal., $3.25; No. 13, gal., $3.35; No. 9, coil spring, $3.15.

Hay Wire.—Hay wire, both in coils and cut, is included in the advanced list. The increase is 15c all round. New quotations are:

Hay wire, in coils—No. 13, $3.20; No. 14, $3.25; and No. 15, $3.35.

Annealed cut hay baling wire—No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and No. 13, $4.15; No. 13½, $4.25; No. 14, $4.40, and No. 15, $4.65.

Wire Bale Ties.—Wire bale ties are similarly affected to the extent of 15c. The new quotations are:

No. 12	$ 3 50
No. 13	3 60
No. 13½	3 65
No. 14	3 75
No. 15	4 05

Iron and Steel.—The increasing seriousness of the situation in iron and steel, with the prospects of a possible famine, if there is no improvement in the outlook as to production, is again indi-

PRICE LIST OF CAPPED GOODS

Adopted January 1st, 1916

Saddle Nails or Tacks (Silver and Japanned)	
No. 4, All lengths, 100 to paper, per paper	68c
No. 4, All lengths, in bulk, per pound........	$2.25
Lining Tacks (Silver and Japanned) in Papers	
2½ to 12 oz. (75 in a paper), per paper	25c
14 to 24 oz. (75 in a paper), per paper........	32c
In Bulk	
2½, $5.10 per lb; 3, $4.90 per lb.; 4, $4.25 per lb.; 6, $3.65 per lb.; 8, $3.20 per lb.; 10, $2.90 per lb.; 12, $2.65 per lb.; 14, $2.65 per lb.; 16, $2.65 per lb.	
Capped Trunk Tacks (Same price as Lining)	
Tufting Buttons (22 Line)	
Silver and Japanned (100 count in doz.), per doz.	$6.65
Colors (100 count in doz.), per doz.	$9.20
Tin Capped Trunk Nails (in 1 lb. papers)	
½ in., $1.50 per lb.; ¾ in., $1.35 per lb,; ⅞ in., $1.28 per lb.; 1 and 1⅛ in., $1.20 per lb.; 1¼ in., $1.10 per lb.; 1½ in., $1.00 per lb.	
Brass Plating, per 100 lbs., extra net	$3.00
Copper Plating, per 100 lbs., extra net	$2.00

The above new list is subject to a discount of 80, 20 per cent.

cated in advances on a number of items in this department: Norway iron, 50c; mild, band, sleigh shoe, domestic, reeled machinery tire and toe calk steel, 15c, and spring steel 35c. The new quotations follow:

Norway iron	$ 5 75
Mild steel	2 70
Band steel	2 70
Sleigh shoe steel	2 70
Domestic	2 70
Reeled machinery steel	3 30
Tire steel	2 80
Toe calk steel	3 65
Spring steel	3 35

For bar iron the usual figure heard remains at $2.35, but as high as $2.60 is being quoted by some houses.

Lead Sheets.—With the advancing lead market there has been an advance of 75c all round made for lead sheets. The new prices are as follows:

Sheets, 3 lb. sq. ft.	$ 9 75
Sheets, 3½ lb. sq. ft.	9 50
Sheets, 4 to 6 lbs. sq. ft.	9 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, 1c per lb. extra.

Netting and Fencing.—Prices on poultry netting have been open for some time, and as yet there has been no definite adjustment. However, some of the Montreal houses are booking on a basis of 35 per cent. discount. Also some firms announce a discount of 10 per cent. on ready-made fencing, and this discount is expected to apply generally.

Copper Rivets.—The advance on copper rivets, which has been so long expected and so often predicted in these columns, has finally gone into effect. The discounts have been cut down 5 per cent., and are now as follows:

Copper rivets, usual proportion of burrs, 15 p.c.; burrs, net.

Extras on coppered rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered rivets, net extras, 2½c per lb.

Picks.—Picks are being affected by the advancing markets of the raw materials entering into their manufacture. One firm announces the following new schedule coving increases of 70c to over $1:

	Clay.	Rock.
5 to 6 pounds	$3.90	$4.40
7 pounds	4.20	4.70
7 to 8 pounds	4.50	5.00
8 pounds	5.05	5.50
9 pounds	5.65	6.15

Crow Bars.—Crow bars have been also affected by the metal markets and the rising cost of raw materials, the price having advanced $3 to $3.25 and $3.50.

Screw Hinges Advance.—There has been an advance on screw hook and strap hinges. The new quotations on the Ontario basis are as follows:—

Under 12 inches, per 100 lbs.	$5.50
Over 14 inches, per 100 lbs.	4.90
Larger, per 100 lbs.	4.60

The Quebec basis eliminates the second item and makes a quotation of $4.60 for all sizes above 12 inches.

Cotton Rope Advances.—There has been another advance on cotton rope, particularly affecting ¼-inch and larger. Prices now are: 3-16 inch, 25c; ¼-inch and larger, 24c.

Stove Pipe Higher.—Stove pipe wire has been affected by the general movement in this department, the increase being 15c. No. 18 is now quoted $4.30, and No. 19, $4.55.

Clothes Lines Higher.—The advance on cotton rope has affected the clothes line list, and there has been a general advance on the different sizes covering an increase of about 5 per cent.

Boiler Rivets Advanced.—Boiler rivets have been advanced about 10 per cent., and a departure is made in the list in that there is now an extra for coneheads of 10c a pound on the net list price.

Window Glass to go Higher.—Following the increase in glass of a couple of weeks ago, there has been a further advance of about 15 per cent. in American markets, and it is expected that there will be another adjustment in the Canadian situation. Higher prices are, therefore, anticipated.

Shovels may Advance.—It is reported in some sections of the hardware trade that there is to be another stiff advance on shovels in the near future. This would be in line with the general upward movement of steel manufactures.

Standard Vises Advance.—In the movement of metal manufactures vises are advancing in value. One firm has recently made an increase of 50c in its quotations.

Stillson Wrenches.—One of the local wholesale houses handling Stillson wrenches has made an advance, the old discount of 70 and 10 per cent. off being changed to 70 and 5 per cent. off.

Shoe Treads Advance.—So small a thing as shoe treads are affected by the war trend of the markets for raw materials entering into the manufacture of metal products. One firm has made an advance of 10c a pound on this line.

New Tack List Issued.—Following the general objections to the complicated nature of the new tack list recently published, the mills have sent out a readjusted price sheet which has had the effect of disposing of the objections made and very much simplifying the application of the altered quotations. The new list is shown in separate panel.

Old Materials.—Following the continued high position of the different metals further advances are being made on the offers for old materials. This week there are increases all round of about 5 per cent., and the classified list should be figured on this basis for Montreal.

TORONTO

TORONTO, Ont. Jan.—The holiday season is now over and the trade is getting down to business once more. The few days preceding the New Year were quiet, as is generally the case, but since the first of the year business has been picking up and by the end of week will be again brisk. The outlook for the year is distinctly encouraging and unless anything unforseen happens, this year should be a prosperous one. A good start has been made with record crops, large savings deposits in the banks, many factories engaged on war orders and unusual activity in the iron and steel trade, the latter is now generally conceded to be a basic industry. On the other hand some industries not benefiting from war orders are quiet and there is general tendency towards economizing on account of the conditions prevailing of the war. The possibility of tight money conditions and the heavy demand on the financial resources of the country on account of the war expenditure will tend toward a policy of retrenchment in national and municipal expenditure.

At the beginning of the year Canada is in an exceptionally strong financial position due to the improvement in the export trade which has been increasing in volume during the past twelve months and has resulted in a very favorable trade balance.

There is no doubt but that high prices will prevail during the greater part of and probably during the entire year. The situation with regard to raw materials is getting more serious on account of scarcity and steady advance in prices. Practically all lines of hardware will be affected and finished iron and steel goods more so than others. Prices of iron and steel continue to advance while ingot metals particularly copper are showing considerable strength. The scarcity of steel is becoming more serious than ever thus creating a difficult situation for manufacturers to contend with.

Many manufacturers both in the United States and Canada made considerable advances in their prices on Jan. 1st, while others have withdrwn prices and will only quote on application. It is becoming more difficult every day to obtain dates of deliveries owing to the uncertain situation. It is quite evident from present indications that jobbers stocks will not be anything like complete when the spring season opens up. Merchants would therefore be well advised to place orders for delivery at an early date and necessarily wait until they require the goods, as prices will advance and a scarcity of many lines is expected to develop by the Spring.

Important Price Changes;—The steady upward trend of prices continues and further advances have been made during the week. The hardware tack list has been revised. In the old list there was a discount for each individual line whereas in the revised list one discount covers the entire line. The same arrangement has been made in copper goods and one discount covers the entire list. The new list went into effect on Jan. 1st. Another advance has been made in iron rivets and copper rivets have also advanced. Locks and door knobs have advanced approximately 7½ per cent.

Iron and Steel.—The year opens with the steel trade exceedingly prosperous and every indication of continued activity for many months. The large contracts for steel which are being placed in the States by the Allies—a considerable proportion being for third quarter delivery—is an indication of what may be expected in Canada. Even if the demand for steel for shells, to be made in

this country, were to fall off during the year, there is every probability of large orders for steel being placed with Canadian mills to help to meet requirements in the Old Country. Prices on finished and semi-finished steel are very firm and some products are higher. Seamless boiler tubes have advanced from $3 to $5 per 100 feet according to size. The discount on cold drawn steel shafting ex-warehouse is now 15 per cent as against 20 per cent., before. Higher prices for boiler plates are looked for any time.

The embargo by the railroads in the States on export shipments of iron and steel is still in force but prices have not been affected owing to the strength of the market. There is no relief in sight although the British and French Governments are exerting every effort to supply tonnage to relieve the situation.

Metals.—The sharp advance in copper and tin and the unsettled situation in the tin market are the principal items of interest this week. Higher prices for copper have been anticipated for some time on account of the continued strength in the market. The position of this metal is a strong one and the demand continues heavy. Two matters of importance are affecting the tin market; one is the close restrictions which the British Government are placing on exports and the other is the delay occasioned to shipments from the East on account of steamers coming round by the Cape instead of the Suez Canal. The former naturally affects the New York market but is in no way serious if importers live up to the prescribed regulations, unless the amounts are restricted. The delay in bringing shipments round by the Cape route is offset by the decreased liability of cargoes being sunk by submarines, this also holds good for antimony shipments.

Copper Higher.—The market is excited and higher. The consumption of copper is so great that producers are hardly able to keep up with the demand and there is little or no possibility of any permanent decline in prices while the war lasts. In the local market, copper has advanced and is now quoted at 25c per pound.

Tin Advances.—The market is strong but unsettled for reasons already stated, and prices for spot and near-by tin are very firm. There is no serious scarcity of spot tin, so the delay in shipments need not affect the market to any appreciable extent. The New York market is affected by the difficulties still experienced in getting permits to ship tin to America, and the outlook on near-by deliveries is thus rather serious. Quotations are nominal and higher at 48c per pound.

Spelter.—The market is quiet, both London and New York being unchanged. There is a good demand on prompt and early deliveries but no interest is being shown in futures. Local quotations are unchanged at 20c per pound.

Lead Advances.—The market is strong and the "trust" have advanced prices $2 per ton, making the current quotation $5.70c New York. There is a good demand for lead and a further rise in the near future is probable. Local quotations are higher at 7c to 7¼c per pound.

Antimony.—The market is active for futures and strong for spot metal which is scarce. The heavy war demand continues and the market is holding very firm. Quotations are unchanged at 40c per pound.

Aluminium. — The situation is unchanged with a strong market and higher prices. Aluminium has advanced 3c and is now quoted at 68c per pound.

Solders.—There is no change in the local market on solders this week but the higher prices for tin which now prevail will no doubt lead to an upward movement in solders. The market is very firm with a fair demand.

Hardware Tack List Revised.—A revision has been made in the hardware tack list which went into effect on Jan. 1st. The new list which differs radically from the old one is arranged so that one discount covers the entire line. The discount is 80 and 20 per cent. off and the list is given in the panel below.

The new list is a decided improvement on the old one and will be far less complicated for the trade.

Capped Goods List Revised.—A new and revised list for capped goods has been issued by the manufacturers. The new list is arranged so that one discount 80 and 20 per cent. will cover the entire line. The new list will be found in a panel.

Iron Rivets Advance Again.—The recent advance in iron rivets has been followed up by another. The new discount on blocked and turned iron rivets is 60 per cent. with the same discount for burrs.

Copper Rivets Advance.—The advance in copper rivets predicted in these columns, on account of the continued increase in the price of copper, has been made. The new discount for copper rivets is 15 per cent., assorted rivets and burrs 15 per cent. and burrs only net list.

Door Locks and Knobs Higher. — Prices on locks and knobs have advanced approximately 7½ per cent.

Galvanized Sheets.— The galvanized sheet market is very unsettled and prices are very firm with a decided upward tendency. Some makers of galvanized sheets in the States are practically out of the market, owing to the very unsatisfactory conditions prevailing in the trade. Black sheets continue to advance and are scarce, spelter is high in price rendering the manufacture of sheets a very speculative and unattractive proposition. English galvanized sheets are practically off the market and prices are nominal these having been more important for some months.

(Continued on page 52.)

REVISED HARDWARE TACK LIST, ADOPTED JANUARY 1st, 1916.

TACKS — LIST PER DOZEN

Half Weight	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24 oz.	
Cut Tacks—Blued	71	84	87	98	104	129	166	210	255	297	346	396	445	495	545	595	cts.
Cut Tacks—Tinned	94	107	110	116	121	150	193	246	300	351	410	468	526	585	644	702	"
Carpet Tacks—Blued					100	125	157	198	240	279	325	372	418	465	512	558	"
Carpet Tacks—Tinned					115	144	185	234	285	333	388	444	500	555	610	666	"
Gimp Tacks—Blued	78	94	96	107	115	132	171	216	262	306	356	408	460	510	558	612	"
Gimp Tacks—Tinned	100	116	118	126	133	153	198	252	308	360	420	480	540	600	660	720	"

In pound papers and bulk — LIST PRICE PER POUND

	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24 oz.	
Carpet Tacks—Blued					60	54	50	46	44	42	42	42	42	42	42	42	cts.
Carpet Tacks Tinned					74	68	62	58	56	54	64	54	54	54	54	54	"
Swedes' Cut and Trimmers Tacks—Blued	188	148	108	94	82	68	64	60	58	56	56	56	58	56	56	56	"
Swedes' Cut and Trimmers' Tacks—Tinned	248	188	138	114	98	82	76	72	70	68	68	68	68	68	68	68	"
Upholsterers' Tacks—Blued	164	124	90	78	66	60	56	52	50	48	48	48	48	48	48	48	"
Upholstered' Tacks—Tinned	224	164	120	98	82	74	68	64	62	60	60	60	60	60	60	60	"
Basket Tacks—Blued	192	152	112	98	86	72	68	64	62	60	60	60	60	60	60	60	"
Basket Tacks—Tinned	252	192	142	118	102	86	80	76	74	72	72	72	72	72	72	72	"
Gimp Tacks—Blued	184	144	104	90	78	64	60	56	54	52	52	52	52	52	52	52	"
Gimp Tacks—Tinned	244	184	134	110	94	78	72	68	66	64	64	64	64	64	64	64	"
Gimp Tacks—Japanned	304	224	164	130	110	92	84	80	78	76	76	76	76	76	76	76	"
Lace Tacks—Blued	196	156	116	102	90	76	72	68	66	64	64	64	64	64	64	64	"
Lace Tacks—Tinned	256	196	146	122	106	90	84	80	78	76	76	76	76	76	76	76	"
Lace Tacks—Japanned	316	236	176	142	122	104	96	92	90	88	88	88	88	88	88	88	"
Solid Head Japanned Lining Tacks				116	96	92	88	84	80	76	76	76	76	76	76	76	"
Trunk Tacks, Oval Head—Black	160	120	86	74	62	56	52	48	46	44	44	44	44	44	44	44	"
Trunk Tacks, Oval Head—Tinned	220	160	116	94	78	70	64	60	58	56	56	56	56	56	56	56	"
Bill Posters' Tacks—Blued			82	70	58	52	48	44	42	40	40	40	40	40	40	40	"
Bill Posters' Tacks—Tinned			112	90	74	66	60	56	54	52	52	52	52	52	52	52	"
Copper Tacks (all sizes)	350																

Zinc Tacks. Prices on application.

Canvas Tacks Cheese Box Tacks Curtain and Shade Tacks Broom Tacks	Take same list as Upholsterers.	Railway Tacks Roofing Tacks Hide Tacks	Take same list as Bill Posters' Tacks	Picture Frame Points Looking Glass Tacks	Take same list as Lace Tacks

Berry Box Tacks—Same list as Basket Tacks.

GOODS SOLD BY LENGTH. — LIST PRICE PER POUND.

In Pound Papers and Bulk.	⅜	½	⅝	¾	⅞	1	1⅛	1¼	1½	1¾	2	2¼	2½	
Clout and Trunk Nails—														
Blued	64	52	50	48	44	42	42	42	42	42	42	42	42	cts. per lb.
Tinned and Coppered	80	64	62	60	56	54	54	54	64	54	54	64	54	cts. per lb.
Basket Nails (Blued) Chair Nails (or) Cigar Box Nails (Bright)		74	66	62	54	50	50	50	60	50				
Do., Tinned		86	78	74	66	62	62	62	62	62				
Brush Tacks and Nails—Blued	172	160	156	150	148	144	144	144	144	144				
Fine Finishing Nails—Blued or Bright.		132	108	100	92	88	88	88	88	88				
Copper Nails (All Sizes)	330													

FOR KEG TACKS AND CAPPED GOODS SEE SEPARATE LISTS.

Goods in ½ lb. Papers ....1c per lb. extra net
Goods in ¼ lb. Papers ....3c per lb. extra net
Goods in ⅛ lb. Papers ....4c per lb. extra net Galvanizing Tacks—Extra quoted on application.

The above priecs are subject to a discount of 80, 20 *per cent.*

Martin-Senour Convention

Salesmen From All Territories East of Port Arthur Gathered in Annual Convention at Montreal—Travellers Present Satisfactory Reports — Prizes Awarded For General Efficiency.

THE annual convention of the salesmen of the Martin-Senour Co., Limited, was held in Montreal on the dates of December 13, 14, 15 and 16, 1915, and it was judged by those present to have been the most helpful and successful convention which the company has ever held.

Salesmen representing all territories in Eastern Canada from Port Arthur, Ont., to the Maritimes, were present, and each brought in satisfactory reports of existing conditions together with optimistic views of the future.

The opening session was held at the Place Viger Hotel, which was the out of town salesmen's headquarters during the convention period.

On Monday morning, Dec. 13, at 10.30 a.m., the roll was called, and the opening address was given by W. H. Gerke, vice-president and managing director of the company. The sales staff had shown some expansion during the year and new members from Ontario, Quebec, New Brunswick and Nova Scotia were introduced.

The afternoon of the first day was given over to territorial reports which were more than encouraging in view of general conditions which had existed during the year. The already large family of Martin-Senour dealer agents, had shown quite a healthy increase during the year.

The Tuesday, or second day sessions of the convention were held at the fine new manufacturing and administrative home of the company at Beaumont street and Greenshields avenue, and after a group photo had been taken, the different departments of the paint and varnish factories were visited. This concrete evidence of expansion in the shape of such increased and modern facilities for manufacturing was quite a revelation to the salesmen, more especially among the older members of the staff who remembered the very humble start of the company in the Inspector street premises. While visiting the factories many demonstrations of Martin-Senour products were made by the experts of the Company. The printing plant, where practically all of the literature used by the company is produced was also a point of interest. The different processes of varnish making was interestingly shown.

At noon a large family luncheon was held in the advertising room, when salesmen and home staff all sat down together.

Tuesday afternoon was devoted to considering the advertising and sales promotion plans for the coming year and the new features which were shown for the first time brought forth hearty expressions of approval. A feature of this session was the dressing of a model store window with Martin-Senour products and display by A. T. Black, a halftone of which is shown herewith.

Tuesday evening, a theatre party was held at the Orpheum theatre.

Special Paint Window Display Arranged by A. T. Black for Martin-Senour Company Sales-Staff Convention.

Group of the Martin-Senour Company Officials and Sales-Staff who Attended the Convention

Wednesday was the big day of the program. The subjects under discussion were: "How to present the Martin-Senour Exclusive Agency Proposition to Dealers." "Presenting our Varnish Proposition." "Establishing Agency with Small Town Dealers." "Cultivating a Friendly Relationship with our Dealer Agents." "Relations of the Salesmen with the House."

These subjects were all discussed under the leadership of J. H. Conover, C. F. Kendall, C. D. Cookson, J. A. Naud and A. T. Black.

The annual family dinner of salesmen and home staff was held at the Canada Club on Wednesday evening.

The awarding of the Z. E. Martin trophy took place on this occasion. The beautiful trophy, donated by the president of the company, for annual competition, was won by C. D. Cookson, who had shown the largest business increase of the year. A close runner up was Ros. Bernier, who thereby won second prize. General efficiency prizes were awarded to E. J. Cookson, C. F. Kendall and C. Tasse, and a special varnish prize to C. F. Kendall. All prizes took the form of substantial purses of gold.

The several members of the staff who are wearing the King's uniform, and fighting for our common cause at the front were not forgotten, and tribute was paid them.

Thursday brought the convention to a close and everyone carried away pleasant memories of a gathering from which they derived both pleasure and profit.

The convention program was attractively gotten up in the form of an 8-page booklet. The following verses appeared on the last page:

100 Per Cent. Pure

As we speed through our lives,
There's analogy quaint,
Twixt the make-up of men,
And the make-up of paint.
Some are good; some are not;
Some use price to allure;
And a few lead the rest,
Like "100% Pure."

So, look yourself over.
Stare facts in the face.
And put yourself down
In your own rightful place.
Be guided by Truth;
Let not Vanity lure,
And see if you measure
"100% Pure."

Are you known to your friends
As "the best in your line?"
Are you known to your friends
As "time-tested and fine?"
Can the friends you have made
(And they're true ones, I'm sure)
Say of you with all truth,
He's "100% Pure."

CANADIAN-MADE WIRE

The Weekly Bulletin of the Trade and Commerce Department states that it is interesting to note that substantial orders for both galvanized and barbed wire have recently been placed with Canadian manufacturers for early delivery in the United Kingdom. The observation that the business which has arisen is likely to be continued on a substantial basis in the future.

PURCHASING AGENT MOVES TO OTTAWA

E. Fitzgerald, of the C. P. R. purchasing department, who has for some time been acting as purchasing agent for the British War Office, with headquarters in the C. P. R. offices in Montreal, has removed to Ottawa with his staff. It is unofficially stated that Mr. Fitzgerald has been made purchasing agent for the Imperial Munitions Board, and at the same time will continue the duties which he has been performing for the British War Office in the purchase of general supplies.

WEEKLY PAINT DEPARTMENT

AMERICAN DEALERS ADVANCE PRICE OF GLASS

Give War as Cause for 16 2/3 Per Cent. Advance in Plate Glass Prices at New York—Imports and Exports of U. S. Glass Tell Interesting Tale.

New York, N.Y., glass dealers on Jan. 1 announced an increase of 16 2/3 per cent. in the price of plate glass. Coupled with the increase is a decrease in the usual allowance for the salvage of glass returned to the dealers by 50 per cent.

Dealers give four reasons for the upward change in the price of glass as follows:

1. Reduction in the importation of glass from Europe since the beginning of hostilities.

2. Several of the large United States glass factories are not operating at full capacity. It is reported they are working upon war supplies for Europe.

3. The increase in freight rates and the general advance in the costs of raw materials and of labor.

4. The demand for plate glass from South America, which is now cut off from its usual source of supply in Europe.

Dealers state that the glass factories of Belgium and Germany are cut off from the United States, and many of the establishments of England and France are injured by the necessities of war; extra demands have been made upon the facilities of the United States.

The following table, compiled from the report of the Department of Commerce at Washington for the nine months of 1915 ending in September, shows the reduction in the importation of plate glass from abroad:

Imports Plate Glass

	September.	Nine months.
1914	$22,000	$475,000
1915	.21	7,000

The following table shows the increase in exports from the United States during the same period:

Exports Plate Glass

	September.	Nine months.
1914	$ 10,000	$ 40,000
1915	217,000	1,217,000

FUTURE OF RUSSIAN BRISTLES

Russian Bristles Will Be Scarce, and Prices High—Goods Being Sent as Passenger Luggage

A well-known Canadian manufacturer of paint brushes, has forwarded to Hardware and Metal, a letter received from Petrograd, which indicates some of the troubles that may be expected by those who have to look to Russia for supplies of bristles.

The brands of bristles such as C.H., J.K., H.D., and S.G.B. are regular standard brands of Russian bristles. The letter reads in part as follows:—

"We are afraid that next to no offers of bristles will be possible now for several reasons, and there is no doubt that prices will be much higher.

"The forwarding is exceedingly difficult, and partly even impossible, and in any case far dearer. People in many cases send the goods as passenger's luggage whenever possible, at a tremendous expense.

"Most Polish dressers are unable to dress, firstly, because they can not get the raw bristles and, secondly, because many of them have no premises in which to dress the bristles, and have no workmen.

——— (Ch Ch) established himself in Nishny, but cannot dress because he can find no lodgings for his workmen. ——— (J.K.) has been on the look-out for premises in Nishny, Jaroslaf, etc., but so far in vain. ——— (H.D.) has sold out and is not in a position to dress now. Bravermann (S.G.B.) cannot offer any more goods, and we think Mr. ——— (BpB) is no longer dressing. All the other Polish dressers are in a similar position, and therefore no goods are offered.

"Under such circumstances the buyers should certainly take whatever they are offered, and should secure all the goods they can lay hands on."

The foregoing letter would indicate that there will be a serious shortage of Russian bristles. Prior to the war bristles were dressed in Poland, and in the portion of Russia now occupied by the Germans.

DYESTUFFS SITUATION IMPROVING

According to a statement issued by the Customs Department at Ottawa on December 31, arrangements are under way by which Canadian manufacturers will be assured a supply of dyestuffs in future. Through the co-operation of the Imperial authorities, who have exerted pressure on American manufacturers of such dyestuffs, the Government has been able to relieve the serious situation which promised to develop here. It arose out of the refusal of American manufacturers to export the manufactured dyestuffs to Canada as usual. The scarcity of dyes in Great Britain has rendered export from that country to Canada almost impossible, and Canadian companies had been getting their supplies in the shape of logwood dyes from the United States. When, however, with a view to controlling the product so that the Empire's demand might be met, the British Government placed an embargo on the export of logwood from Jamaica and Honduras, the American companies canceled their contracts with the Canadian companies, and a famine in dyestuffs threatened. Negotiations were at once commenced by the Canadian authorities looking toward relief. As a result arrangements have already been made to allow the export of 4,700 tons of logwood to the United States companies on condition that these firms shall continue to supply the reasonable demands of the Canadian mills, and further negotiations are under way, which, it is hoped, will result in a workable agreement by which a reasonable supply of goods from the countries named will be allowed to be exported to the United States dye manufacturing companies coupled with conditions which will ensure a supply of the same for Canadian manufacturing purposes.

WHAT OTHER HARDWAREMEN DO

Reward Employees

St. John, N.B.—T. McAvity & Sons, Ltd., presented each of their employees, who returned to the premises on the night of the Thorne fire and assisted in the work of protecting the building, with a ten-dollar gold piece. This was done in recognition of their services on that occasion. The employees returning to the store rendered valuable assistance and aided materially in preventing the fire in the building adjacent from getting a foothold in the McAvity block.

SAFETY FIRST

BLUE BARRELS

Always Guaranteed

PURE, THAT'S SURE

Insist on getting these Brands.

THE

Dominion Linseed Oil Co.

LIMITED

BADEN — TORONTO — MONTREAL

Friends, Steady Customers and a Growing Demand—

are easily procured if you sell the

Jamieson Line of Paints and Varnishes

The user of the Jamieson line has always a good word to say for it, because the quality, finish, durability and price are a combination that spells universal service and value.

Ask us for our agency proposition—it's a distinctive and very profitable one.

R. C. JAMIESON & CO., Limited

Established 1858 MONTREAL

Owning and Operating P. D. DODS & CO., LIMITED

WEEKLY HARDWARE MARKET REPORTS

(Continued from page 47.)

Domestic brands are readily obtainable but prices are necessarily high while American sheets are also increasing in cost. The prices given in the current market quotations are liable to change any time.

Wire.—As Hardware and Metal was going to press last week word was received that wire had advanced 15c per 100 pounds making a new base price of $3.15. This advice was received when the current market quotation sheets had gone to press, the changes were thus unavoidably omitted. The change affected many lines of wire such as barb wire staples, fence hooks, bale ties and O and A fence wire which all advanced 15c per 100 lbs. The market is very unsettled and it is very doubtful if the top of the market has been reached. The advance was predicted in these columns as it was felt that with raw material increasing in cost, wire was bound to be affected.

Wire Nails.—The market for wire nails, continues very firm at the advance of 20c per keg announced last week. The market in the States is very strong and higher prices may be looked for. Wire nails are quoted at $3.05 per keg and cut nails at 2.90 per keg.

Pipe.—The market for both wrought iron and lead pipe is very firm and higher prices are likely in the near future as raw materials continue to advance. Lead pipe is quoted at 10c and waste at 11c per pound. Wrought iron prices are given in the current market quotations.

Waste.—Another advance in cotton waste predicted in Hardware and Metal has been made. This is the second advance in less than three weeks and is due to the scarcity and increase in cost of raw materials. The market is very firm and manufacturers are only quoting on application as there is a possibility of still higher prices.

Rope.—Business is quiet but prices are very firm on account of the raw material markets. The Mexican Government have taken over the sisal industry and fibre is increasing in cost. The shortage of tonnage is affecting hemp, manilla and jute and high ocean freight rates are increasing the cost of these materials. The possibilities of shipment of hemp and jute being lost at sea owing to submarine attacks is also affecting the market. It would not be at all surprising to see prices of rope and twines advance although in the meantime prices are unchanged.

LONDON

LONDON, Ont., Jan. 6.—Business this week is seasonably quiet. Most retail firms are busy stocktaking. On account of higher prices which are expected in the near future retailers are buying and booking ahead willingly. There should be a heavy buying movement following stock-taking.

It is expected that there will be a serious shortage of many lines of goods during the coming spring.

Many important price changes have taken place this week, and many more are expected in the near future.

Wire Nails Advance.—As predicted last week, wire nails have advanced, and the new price is $3.05 base, being an advance of 20c per keg over the former price. Cut nails are still quoted at $2.95 base.

Wire Advances.—Galvanized wire has been advanced 10c per 100 lbs. Barb wire is quoted at $3.55 per 100 lbs.; No. 9 galvanized is quoted at $3.20 per 100 lbs.; No. 12, $3.35 per 100 lbs.; No. 13, $3.45 per 100 lbs. No. 9 coil spring wire is now quoted at $3.25 per 100 lbs.

O and A wire has advanced 15c per 100 lbs.

Hay baling wire No. 14 is now quoted at $3.55 per 100 lbs.

Fence staples have advanced 15c per 100 lbs. Galvanized staples are quoted in kegs at $4.20 per 100 lbs.; galvanized in 25-lb. boxes are quoted at $4.45 per 100 lbs.; bright staples in kegs are quoted at $3.35 per 100 lbs.; bright staples in 25-lb. boxes are quoted at $3.60 per 100 lbs.

Fence hooks are 15c per 100 lbs. higher, and are now quoted in 100-lb. kegs at $4.20 per 100 lbs.; 25-lb. boxes are quoted at $4.45 per 100 lbs.

Other Advances Expected.—An advance of 5 per cent. is expected shortly on screen doors and windows and refrigerators. Further advances are predicted for iron pipe, files, enamel and tinware, poultry netting, white lead and linseed oil.

Linseed Oil Higher.—Linseed oil has advanced 6c per gallon, and further advances are expected. Ruling prices today are as follows:

Raw Linseed Oil—	
1-2 barrels	93c per gal.
3-5 barrels	92c „ „
6-9 barrels	90c „ „
Boiled Linseed Oil—	
1-2 barrels	96c „ „
3-5 barrels	95c „ „
6-9 barrels	93c „ „

Turpentine is quoted locally in single barrels at 85c per Imperial gallon; 2 to 4-barrel lots, 84c per Imp. gal.; 5-gal. lots, 92c per Imp. gal.

White lead in oil is firm at $10.20 per 100 lbs. in ton lots, and $10.50 per 100 lbs. in less than ton lots. An advance in the price of white lead is expected in the near future.

WINNIPEG

WINNIPEG, Jan. 6.—After interviewing a great number of salesmanagers and salesman, of the various Western jobbing houses, we might say that we feel "it is good to be a Westerner," for one cannot live long in this country without becoming an optimist. The keynote of all travellers' conventions has been "bigger and better business for 1916," and we feel quite sure that this is going to be a year of exceptional activity in the hardware trade. This is indeed very encouraging, and it is more than likely that all business will be conducted on a much saner and safer basis than ever before. In as far as possible, merchants throughout the country have cleaned up their accounts with their jobbers, and will start 1916 with a clear field ahead of them for pushing trade. There has been some difficulty in various districts in procuring a sufficient number of cars to handle the amount of grain in the country, and a great number of merchants expect to be collecting accounts until the middle of next summer. In as far as possible, merchants should impress on the farmers' minds that they can procure a loan from the local branch of their bank on their grain and they should do this now and pay their accounts so that the merchant will be in a better position to purchase his supplies, thus serving the interests of the farmer to a much better degree.

Many Price Changes for the New Year

There are a number of changes to record in the prices of various lines, and a memorandum is given herewith of lines affected. In speaking to the representative of one of Canada's largest steel companies who has just returned from a visit to their factory and head office in the East, he states that supplies are becoming rather limited, and this condition will affect the market as greatly as the exceptional demand. All of their branches are working night and day filling war orders, and this condition will also have its effect in upholding or even increasing the present high prices prevailing.

New Prices which have gone into effect here are as follows:—

	Per lb.
Bluestone	$ 0.10
Rawhide Cut Laces	1.20
Tanned Cut Laces	1.25

	Winnipeg	Head of Lakes
Wire nails	$3 45	$3 05

	Winnipeg per 100 lbs.	Head of Lakes
Barbed Wire—		
Lyman 4-pt.	$3 45	$3 20
Glidden	3 30	3 05
Baker	3 25	3 00
Catch weights	4 10	3 80
Galvanized Wire		
No. 8	$4 50	$....
No. 9	3 80	3 50
No. 10	4 60	....
No. 11	4 75	....
No. 12	4 00	....
No. 13	4 25	....
No. 14	5 00	....
No. 15	5 75	....
No. 16	6 00	....
No. 18	6 50	....
Coiled, No. 9	3 85	3 55

Black Wire Cloth—	
100 ft.	$1.70 100 sq. ft.
50 ft.	1.80 100 sq. ft.
F. H. Bright Screws	80 and 10% off list
R. H. Bright Screws	75 and 5% off list
F. H. Brass Screws	55% off list
R. H. Brass Screws	50% off list
Wire Rope	Per 100 ft.
¼	$ 5 25
5-16	5 50
⅜	5 75
7-16	6 15
½	6 55
⅝	8 55
¾	10 50
⅞	14 75
1	19 00
1¼	28 65
Stove Bolts	75 % off list
Drill Bits—	
Bit Stock	55 % off list
Straight Shank	47½% off list
Blacksmith, ½ in. rd. shank	47½% off list
Taper Shank	47½% off list

AXE HANDLES

Buy handles with a guarantee.

The quality of the Empire, Imperial, Peerless and Champion axe handles are guaranteed.

Made of the toughest hickory.

Well made and nicely finished.

Every handle labelled and packed in individual paper sack.

Get prices on them.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

CANADA FIRST

Clothes Wringers

Every Kind for Every Need

Hardwood Frames
All-Metal Frames
Plain Bearings
Steel Ball Bearings
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere

Cummer-Dowswell, Limited
HAMILTON - - ONT.
SOLD EVERYWHERE

The Varnish Problem

THERE are no real varnish problems for the experienced dealer. He knows that if varnishes are made right they will act right and give complete satisfaction if used under the right conditions. In other words, varnishes are consistently good, or consistently bad or indifferent.

This knowledge of varnish values enables the dealer to give useful advice and service to such customers as need it.

You can adopt no surer way of increasing the volume of your varnish business than by making a leader of Berry Brothers' products, which are always high grade, uniform and dependable.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
(Incorporated)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO
(219)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 6.—The situation regarding ready-mixed paints is becoming critical. With further advances this week on oil and turpentine, with prospects of higher prices on lead before another week and with zinc maintaining a strong position, manufacturers to-day can hardly see that they will be able to defer increases in general quotations to the end of the present campaign for spring business. When the prices for the season were set there was a small concession on some of the previous advances but this was not warranted by the position of raw materials—and since that time there have been material increases in the chief ingredients. Under the circumstances the outlook is certainly "bullish" and unless there is some radical change which at present cannot be foreseen higher prices are inevitable.

The travellers are on the road again and the reports which have been received thus far indicate satisfactory spring booking. However, with Epiphany a French holiday and generally observed throughout Quebec the week is a broken one and it will be some days yet before the volume of business can be accurately gauged. Under the conditions which prevail in the market it is expected that the trade will be encouraged to take advantage of the present quotations to get their orders on record.

Linseed Oil Advances.—The oil market continues to advance. Disappointing statistics as to the supplies of Canadian flax available together with the intimation that the British government may withdraw vessels operating in the trade between North and South America—thus interfering with transportation of Argentine flax—have had the effect of materially stiffening the quotations on raw material. Prices on the product have advanced at the same time and dealers state that the present figures of 90c and 93c, for raw and boiled respectively, are lower than conditions warrant and that further increases are to be looked for in the immediate future if the position of flax is maintained. At the same time there are cases where prices are being cut by firms who secured their supplies before the recent advances and who are prepared to take smaller profits on business with old customers; quotations are even heard below the present crushers' figures. The market basis may be regarded as follows:

	Raw	Boiled
1 to 2 barrels	90c	93c
3 to 5 barrels	89c	93c
6 to 9 barrels	88c	91c

Turpentine—There is a firmer tone in the turpentine market and some quotations have been advanced as much as 4c a gallon. As compared with a range of 76c to 82c quoted last week, there is nothing below 80c this week and the bulk of the business is being done at 82c. The market basis is, therefore, 80c to 82c on a single barrel quotation with the usual allowances for larger quantities.

White Lead.—With materially higher quotations in both the Canadian and American lead markets, the situation in white lead is very firm and advances are in order. In most quarters the opinion prevails that increases will be made before another week. The present basis is $10.05 for ton lots with 30c additional for smaller quantities.

Oils and wax.—The advances on oils and wax referred to last week are now in effect and are being steadily maintained. Canadian prime oil is 14c gallon, castor oil about 22c by the barrel and 25c by the case, wax of good quality is 8½c to 9c, and candles about 9c to 9¼c.

Paris Green—Although the new quotations on Paris Green have not yet been announced, there is some booking being done at open prices. It is anticipated that the season's figures will be higher owing to the advanced price of sulphite of copper and acids.

LEAD IN OIL TO GO HIGHER

As Hardware and Metal is going to press, information has been received that white lead in oil will be advanced at once. Some firms have withdrawn prices.

TORONTO

TORONTO, Ont., Jan. 6.—The paint market is seasonably quiet, but now that the holidays are over and with travelers out again, more activity may be expected. Business during 1915, was, under the circumstances, most satisfactory and indications point to this year being just as good, if not better. One prominent paint house reports that the bookings of their travelers in Ontario showed a nice increase last year over the previous year, and that similar conditions are expected this year. The feature of the week has been the sharp advance in linseed oil, and the general opinion is that prices are going still higher. There is very little flax-seed in sight and the market is very high. Dry white lead has advanced and higher prices for lead in oil are looked for. Canadian crude oil has advanced and gasoline is very strong. The oil situation shows no improvement, there being a heavy demand for gasoline and a shortage of crude oil. Cotton waste has advanced again, being the second change in three weeks.

Linseed Oil, Sharp Advance.—As Hardware and Metal was going to press last week, word was received of a sharp advance of 6c in linseed oil. This week oil has advanced another 6c, making 12c in the week. The market, it will be observed, is very unsettled, and it is generally conceded that higher levels will yet be reached. There is very little demand for oil, the excitement in the market being entirely due to the flax-seed situation. Flax-seed is now over $2 in Winnipeg and supplies coming forward are extremely light, in fact practically no seed at all is coming East and the situation is becoming serious for the grinders, as it is impossible to tell when they will get any seed. The only apparent relief to the situation would be the importation of Argentine seed, but the shortage of tonnage may render this step impracticable. There is in addition the probability of the British Government taking over all British ships trading between the Argentine and North American ports. The range of prices of oil have been gradually closing up and the following prices for oil are generally being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels ..	99c	$1.01 per gal.
3 to 5 barrels ..	98c	1.00 per gal.
6 to 9 barrels ..	96c	.98 per gal.

Turpentine.—The market is strong and prices considerably firmer than last week. Prices of turpentine at Savannah have advanced and stocks are low. The demand is light, otherwise prices would be higher. Stocks are being depleted and there will be no new turpentine for some months, the market may therefore advance later on in the month. The local demand is light and quotations are unchanged in Toronto as follows: 1 barrel lots, 85c; 2 to 4 barrel lots, 84c, and 5 gallon lots, 93c per Imperial gallon.

White Lead.—The market is very firm and higher prices are looked for. Dry white lead has advanced 50c per 100 lbs. Pig lead is higher, the "Trust" price being now $5.70 New York. It will thus be seen that with conditions as at present prevailing high prices for lead in oil are very probable. The present price for pure white lead is $10.20 per 100 lbs., in ton lots, with 30c extra for less than ton lots.

B. FIVE FEATURES B.
That Attest Its Excellence

Covering Capacity

BRANDRAM'S B. B. GENUINE WHITE LEAD will cover the maximum amount of surface, 100 lbs. thinned with 5 gallons of Pure Linseed Oil, covering 4,500 square feet, one coat over primed wood, giving a thoroughly covered surface.

Ease of Working

BRANDRAM'S B. B. GENUINE WHITE LEAD works out under the brush easily and freely, saving time and giving the best results.

Protective Power

BRANDRAM'S B. B. GENUINE WHITE LEAD when properly applied will not peel, check or crack. It wears away gradually and after its long life, leaves the building in a good condition to receive a fresh coat of paint.

Properly Proportioned

BRANDRAM'S B. B. GENUINE WHITE LEAD is regulated to contain exactly the proper amount of carbonate of lead to hydrate of lead, giving an even texture paint with large covering properties.

Whiteness

BRANDRAM'S B. B. GENUINE WHITE LEAD is the whitest heavy-bodied white lead known, and gives the most beautiful finish of any white lead yet produced.

These five features commend B. B. to both the dealer and the consumer and account for its rapidly increasing sale in Canada.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb.	.65 .68
Pattern, lb.	64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2 30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $10, Montreal, $10.50; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES

Forrester, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black, Diamond, doz.		9 00
Samson, single bit, doz.		9 00
Samson, single bit, handled doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 75
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson

No. 2, doz., net	9 60
No. 3, doz., net	10 00
No. 4, doz., net	11 00
No. 5, doz., net	12 40
No. 6, doz., net	13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1.10; cut laces, No. 1, $1.25.

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 26½	0 27
Drums, gal.	0 24½	0 25

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 60%.
Carriage Bolts ($1), list, 7-16 in., 45%.
Machine Bolts, ⅜ in. dia. and smaller, 60%.
Machine Bolts, 7-16 in. dia. and larger, 50%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 50%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 45%.
Coach and Lag Screws, 65 and 5%.
Skein Bolts, 60 and 10%.
Square Head Blank Bolts, 50%.
Bolt Ends, 50 p.c.
Plow Bolts, 50%.
Elevator Bolts, 50%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 40%.
Nuts, square, 3¼c off list.
Nuts, hexagon, 3½c off list.
Stove rods, per lb., 6½c.
Stove bolts, 80%.
Tire bolts, 72½%.

BRASS

	Per lb.
Springs, sheets, 8" wide, up	
Springs, sheets, 8" wide, up to 20 gauge	0 46
Rods, base ½ to 1" round	0 44
Tubing, seamless base	0 44½
Tubing, iron pipe size, 1" base	0 42

Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard, welded	$5 75
30-gal. Standard, riveted	6 00
30-gal. extra heavy	8 25

BOARDS, BAKE.

	Per doz.
No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing)

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz.	21 60
Size 12x60 ins., doz.	6 50
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash)

	Per doz.
Pony	1 50
Crown	2 05
Dandy	3 15
Improved Globe	3 15
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Victor (Glass)	4 25
Jubilee	3 65
Diamond King (Glass)	4 50
Western King (Enamel)	4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.	14 10
Weighted, 20 lbs., per doz.	16 89
Weighted, 25 lbs., per doz.	19 24

BUTTS.

No. 804 and 840, 65 and 10%; No. 800 and 838, 67½%; No. 802, 60%; No. 810 and 814, 62½%.

Ordinary, 52 sheets	3 50
All bright, 52 sheets	5 00

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50	1 50
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.		1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)	0 18
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK

Carpenter, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	....	0 20
Carpenter, white, gr.	0 65	....
Carpenter, blue, gr.	0 80	....
Carpenter, red, gr.	0 80	....

CHISELS

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Common sold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.55; ½, $4; 9-16, $4.20; ⅝ $4.10; ¾, $3.95; ⅞, $3.80; 1, $3.70

Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.	30 50	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	31 25	29 50
Copper sheet, tinned, 14x60, 14 oz.	34 75	35 00
Copper sheet, planished, 14x60 base	41 25	38 00
Braziers' in sheets, 6x4 base	30 50	29 50

CORD (SASH)

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

COAL TAR

Crude coal tar, per bbl.	$4 50
Refined coal tar, per bbl.	5 50

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES

	Montreal
Ordinary, 52 sheets	3 50
All bright, 52 sheets	5 00

Galvanized	Apollo	Crown	Gorbals
18x24x52	6 00	6 00	6 00
60	6 25	6 25	6 25
20x28x47	6 50	6 50	6 50
20x28x94	13 00	13 00	13 00

CHARCOAL TIN PLATES

	Per box
M.L.S. and Famous—	
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	5 50
IX, 14x20 base	6 50
IXX, 14x20 base	7 50
IXXX, 14x20 base	10 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—	
IC, 14x20 base	4 75
20x28, double box	9 50

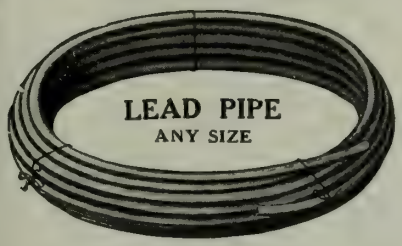
CLOCKS, ALARM

Good Morning, each	0 80
Look Out	1 00
Big Ben, each	2 40
Baby Ben, each	2 10

CROWWBARS 3¼ to 3½c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.



We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

are double-sure re-order producers.

Their service, appearance and price make them a value that is much sought after by every class of trade.

Stock up now and you'll have the goods that will make a big advance in your paint turnover.

Drop us a card for our exclusive agency proposition.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, net, doz.	8 40

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

	Per cent.
Great Western, American	75
Kearney & Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 37½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 65 and 5%; plugs, 65 and 5%.

London discounts: Malleable, 40%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL.

	Doz.
Hollow and pressed steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE.

	Montreal.
Barrels	0 27
Drums	0 25½
Tank wagon	0 25

	Toronto.
Any quantity, in bbls	27½
Drums, 40-gal., per gal	24½
Tank wagon	24

Present Price:

14 and larger	4 90
12 and smaller	5 50

Another advance expected.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 15

Smaller sizes extra.

HALTERS (SNAP AND RING).

	Doz.
Russett rope shank, 1 in.	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs.	0 10½

HANDLES (WOOD).

	Net.
Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 65
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.	$1 20	$1 00
5 in., doz. prs.	1 44	1 16
6 in., doz. prs.	1 57	1 19
8 in., doz. prs.	2 13	1 60
10 in., doz. prs.	3 75	2 63
12 in., doz. prs.	4 66	4 32
14 in., doz. prs.	5 32	4 63

London price figured net at 37½%.

Light.		
3 in., doz. prs.	0 35	0 35
4 in., doz. prs.	0 42	0 39
5 in., doz. prs.	0 50	0 45
6 in., doz. prs.	0 60	0 53
8 in., doz. prs.	0 88	0 63
10 in., doz. prs.	1 23	0 84
12 in., doz. prs.	2 10	1 58
14 in., doz. prs.	....	1 93

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 50
Over r14 in., per 100 lbs.	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles, base	2 75	2 75
Common bar, per 100 lbs.	2 35	2 50
Refined iron, per 100 lbs.	2 60	2 95
Horseshoe iron, per 100 lbs.	2 60	2 85
Norway iron	5 75	5 25
Mild steel	2 70	2 75
Band steel	2 70	2 50
Sleigh shoe steel	2 70	2 60
Domestic	2 70	2 50
Reeled machinery steel	3 30	3 50
Tire steel	2 80	2 75
Toe calk steel	3 00	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17
Spring steel	3 35	3 50

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 25%; Toronto, 25%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$11 00
72x30, 26 gauge, case lots	11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Mechanic	25c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.	$ 2 80	44 ft.	$ 8 36
24 ft.	3 36	48 ft.	11 52
28 ft.	3 92	52 ft.	12 48
32 ft.	5 12	56 ft.	16 24
36 ft.	5 76	60 ft.	17 40
40 ft.	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 19
23-gauge, galv. metal lath	0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft.	9 75	9 50
Sheets, 3½ lb. sq. ft.	9 50	9 25
Sheets, 4 to 6 lbs. sq. ft.	9 50	9 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A	"	4 25
B.T. Bonnie, style B	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2	"	6 00
B.T. Vollmar, No. 3	"	6 50

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.

SIMONDS

CRESCENT GROUND
CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED
St. Remi Street and Acorn Avenue
Montreal, Que.
Vancouver, B.C. St. John, N.B.

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MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails, Toronto, $3.05 base; Montreal, $3.10 base; London, $3.05 base; Collingwood and Owen Sound, $3.10 base.

Cut nails — Montreal, $2.70; Toronto, $2.90; London, $2.95.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2½	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Prices withdrawn.

POULTRY FENCING

Per rod

Invincible, 1040 .... 0 56
Invincible, 1848 .... 0 61
Invincible, 2060 .... 0 67
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 10 75
U.S. Navy (American)..... 10 00
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 5 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb..	0 22	0 28
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4¼c lb.
Tea lead, chest, 4¼c lb.
Lead (heavy) pipe, etc., 5¼c.
Brass, heavy, 11½c lb.
Brass, light, 9½c lb.
Zinc, heavy, 12¾c lb.
Copper, heavy, 16¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10.50 ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12¼c lb.
Compos. turnings, No. 1, 11c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc. 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2¼c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 11
Coarse, sewer, lb. 0 09

PAPER, ETC.

O.K. Paper, per roll 0 95
Resin sized Fibre, per roll. 0 42

Per 400 ft. roll

Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone 0 62
Dry Cyclone 0 50
Tarred Fibre, Good Luck Brand 0 62
Dry Fibre, Good Luck Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 .... ·30

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 75
Asbestos Bldg. 3 25
Tarred felt 2 45
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.....	4 40	3 90
7 lbs., doz.	4 70	4 20
7 to 8 lbs., doz.....	5 00	4 50
8 lbs., doz.	5 50	4 00
9 lbs.	6 15	5 65

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in....	$ 2 40	$ 3 81
½ in.	2 98	4 63
¾ in.	3 45	5 69
1 in.	5 10	8 42
1¼ in.	6 90	11 59
1½ in.	8 25	13 61
2 in.	11 10	18 32
2½ in.	17 55	28 96
3 in.	22 95	38 87
3½ in.	27 60	45 54
4 in.	32 70	53 96

Lapweld.

2 in.	$ 12 58	$ 19 80
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 05
4½ in.	41 91	66 68
5 in.	48 84	77 70
6 in.	63 36	100 80
7 in.	85 68	136 90
8 in.x25 lbs. per ft.	90 00	143 80
8 in.x28 lbs. per ft.	103 70	165 60
9 in.	124 20	198 40
10 in.x32 lbs. per ft.	115 20	184 00
10 in.x40 lbs. per ft.	148 30	236 90

PIPE (LEAD)

Lead pipe, $10.
Lead waste pipe, $11.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 40
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 75	2 75
Heads, per 100 lbs. ..	3 00	3 00
Tank plates, 3-16 inch	3 00	3 00

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 65%.

Copper rivets, usual proportion of burrs, 15 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.).... 2 45
2 ply R.R. 0 85
3 ply R.R. 1 10
2 ply R.R., complete in roll 1 35
3 ply R.R., complete in roll 1 50
Carpet felt 2 75 3 00
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 85
Ready 3-ply, Shield, per roll 1 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal., in barrels ...⅛...⅛. 0 17
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05
Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 13½
Italian rope basis 29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in. 0 25
¼ in. and larger 0 24

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 45
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 60
L Handle 3 60

SCRAPERS. Doz.

Medium $2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.

Per cent

Wood, F. H., brass........ 62½
Wood, R. H., brass........ 60
Wood, F. H., bronze 57½
Wood, R. H., bronze 52½
Drive screws 65 10 10
Set case hardened 65 10
Square cap 60 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 20	3 20
12 gauge	3 25	3 25
14 gauge	3 05	3 05
16 gauge	3 10	3 10
18-20 gauge ...	3 25	3 25
22-24 gauge ...	3 35	3 35
26 gauge	3 40	3 40
28 gauge	3 50	3 50

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 00
16-20	5 90	5 65	....
18-20	....	....	5 20
22	....	....	5 45
22-24	6 00	5 80	....
24	....	....	5 50
26	6 25	5 95	6 30
28	6 50	6 25	6 60

"Premier" galvanized sheets — 10¾ oz., $6.25; U.S. No. 28, $6; U.S. No 26, $5.75; 22 and 24 gauge, $5.50; 18 and 20-gauge, $5.30; 16-gauge, $4.70; 14-gauge, $4.90.

Colborne Crown — 16-20 gauge, $5.30; 22-24 gauge, $5.50; 26-gauge, $5.75; 28 gauge, $6.

Apollo Brand.	Montreal	Toronto
14 gauge	4 90	4 90
16 gauge	4 90	4 90
18-20 gauge	5 10	5 10
22-24 gauge	5 20	5 20
26 gauge	5 30	5 30
28 gauge	5 80	5 80
10¾ ozs.	6 10	6 10

Add 25c for less than case lots.

Get out and get under

If you are not a Canada Paint Agent, let us send you complete details of how we propose to reach four out of every five paint consumers in your district.

It's the biggest thing that any Canadian Paint manufacturer ever attempted, to increase your sales.

Get out of the rut and get under this big campaign. Ask us to-day.

THE CANADA PAINT CO.

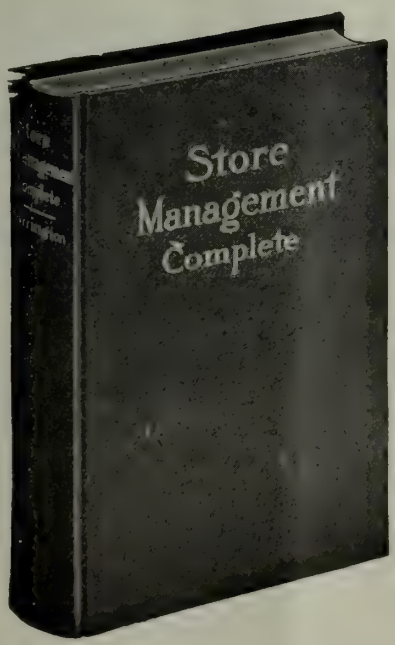
LIMITED

PAINTS-VARNISHES-STAINS
ENAMELS-COLORS

TRADE CP MARK

MONTREAL-TORONTO-WINNIPEG
CALGARY-HALIFAX

ARE YOU THE MAN AT THE HELM?



Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-153 University Avenue **TORONTO**

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 35 cents.

SOLDER, WIPING.
Acme 0 22
Commercial 0 22½
Easy 0 22¼
Star Extra 0 23¾
Strictly standard wiping. 0 24

SPELTER
See weekly report.

STAPLES Per cwt.

	Montreal	Toronto
Fence staples, galv., in kegs	4 20	4 05
Fence staples, galv., 25 lb. boxes	4 45	4 30
Fence staples, bright, in kegs	3 35	3 20
Fence staples, bright, in 25-lb. boxes	3 60	3 45

Poultry netting staples, 10-lb. boxes 6 85
Poultry netting staples, 25-lb. boxes 6 45
Poultry netting staples, 100-lb. boxes 6 05
Solid, 3 to 30 lbs., per cwt.. 1 60
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.
Above discounts cancelled. See new list and discount in weekly market report elsewhere in this issue.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.
Above discounts cancelled. See new list and discounts in weekly market report elsewhere in this issue.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	14 00	14 00
100 ft., 2 in.	10 00	10 00
100 ft., 2¼ in.	11 00	11 00
100 ft., 2½ in.	12 85	12 85
100 ft., 3 in.	13 30	13 30
100 ft., 3½ in.	16 25	16 25
100 ft., 4 in.	20 75	20 75

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 00
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 30%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Montreal: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.
Annealed Cut Hay Baling Wire, No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.20; No. 14, $3.25; No. 15, $3.35; No. 14, $3.40 London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.15 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls. $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt

	Toronto	Montreal
Barb		3 95
No. 9, coil spring.		3 60
No. 9, plain galv..		3 55
No. 12, plain galv.		3 75
No. 13, plain galv.		3 80
O. & A., No. 10....	3 31	3 31
O. & A., No. 11....	3 37	3 37
O. & A., No. 12....	3 40	3 40

F.o.b. London: Barb, $3.45; No. 9, gal., $3.10; No. 12, gal., $3.25; No. 13, gal., $3.35; No. 9, coil spring, $3.15.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 50
No. 13 .... 3 60
No. 13½ 3 65
No. 14 .... 3 75
No. 15 .... 3 95

WRINGERS, MOP
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS Less 20 p.c.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

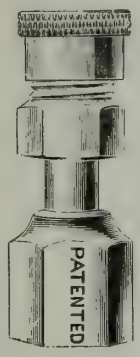
ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 27½
Part cask	0 28	0 28

Money in These

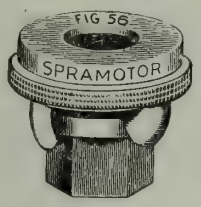
There's many a hardware merchant making a nice annual profit handling SPRAMOTOR parts and accessories. The SPRAMOTOR is universally used. It has become standard through its excellence, and there is a steady demand for the superior parts we make.

When you handle the SPRAMOTOR you handle the best made. We have outfits selling all the way from $6 to $400, and the dealer who sells a



Spramotor
It isn't a SPRAMOTOR unless we made it

satisfies a customer. Our persistent advertising has familiarized the name "SPRAMOTOR" to such an extent that we have had to adopt the protective slogan under the name-cut above. This indicates how widely our machines are known.



Why not accept some of the money being made? Write for our proposition. Made in Canada. No duty to pay.

Spramotor Works
2820 King St., London, Canada and 2920 Erie St., Buffalo, N.Y.

THE TURPENTINE PRODUCERS' AGENCY

261 Macdonell Ave., Toronto

Agents for

LINSEED OILS

DIRECT IMPORTERS OF

TURPENTINE

Lowest Quotations by Wire or Letter

A condensed ad. in this paper will bring results from all parts of Canada : : : :

Profits in Brushes

Are had from carrying the kinds that

Bring Repeat Orders; Make Your Customers Your Friends; Are Reasonable in Price; Have Plenty of Snap; Are Nicely Finished; Require No "Breaking In"; Are Properly Balanced; Wear Well; Build up Your Business, and are

ABSOLUTELY GUARANTEED

By a Reliable Manufacturer.

SIMMS BRUSHES

Meet these requirements and more

A simple request to your jobber will bring you samples and prices of this line of Brushes, the most complete of any

MADE IN CANADA

If your jobber does not carry them write us, and we will see that you are served. Give us the opportunity to show you the facts we have back of the assertions we are making. Visit our plant—the most modern in equipment, the largest in Canada—and see us make these

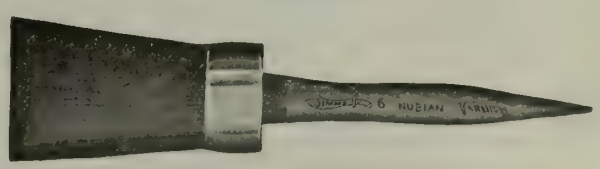
BETTER BRUSHES

See for yourself the methods and equipment used that make it possible for us to produce **Quality Brushes** at a price no higher than for the common kinds.

T. S. Simms & Co.

Limited

St. John (Fairville), N. B.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 35

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE

	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 85
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 35 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off

Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.

Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.

James Genuine. $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 05	$10 20
C.P. Co. Decorators Pure	10 05	10 20
Crown and Anchor	10 25	10 40
Elephant Genuine	10 35	10 50
Green Seal	10 05	10 20
Moore's Pure White Lead	10 35	10 20
O.P.W. Pure English	....	10 40
O.P.W. Decorators Pure	....	10 20
Painters' Perfect	9 30	9 45
Ramsay's Pure Lead	10 05	10 20
Ramsay's Exterior	9 50	9 70
Tiger Pure	10 05	10 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Minerva	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl., London	2 25

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 60
Sun Varnish Stains	2 00

VARNISHES.

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 80
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
No. 1 Furniture Varnish	1 25
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 16

WASTE, WHITE WIPING.

XXX Extra	0 13½
X Grand	0 12½
XLCR	0 11¾
X Empire	0 10¾
X Press	0 10¾

WASTE, COLORED WIPING.

Fancy	0 09½
Lion	0 08¾
Standard	0 08
Popular	0 07
Keen	0 06

WASTE, WOOL PACKING.

Arrow	0 20
Axle	0 14
Anvil	0 10
Anchor	0 08

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 88
Berry Bros.	0 37
Anchor	0 32
Old English	0 41
Johnsons	0 41

WHITING.

Paris white	1 25
Plain, in bbls.	1 10
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells profits.

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL

Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.00; Swedish iron, $4.25; sleigh shoe steel, $3.25; spring steel, $3.75; machinery steel, $4.00; tool steel, Black Diamond, 100 lbs., $9.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65¶; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 75%; sleigh shoe bolts to ⅜, 40 and 5%; 7-16 and up, 30 and 5¶.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	65 2	6 25
28 Am. or 26 Eng.	6 00	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 20	5 25
18 20 Am. & Eng..	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short, globe, doz... 7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 98c; boiled, per gal., $1.01.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $3 05 base; Winnipeg, $3.45 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY
100-lb. drums 3 25
25-lb. rions, per cwt. 3 50
1½-lb. tins 0 0/

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 50%; flat head, brass, 55%; coach, 60%.

SCYTHES Brush, $8.50. Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.
10-12 gauge 3 60
14-16 gauge 3 55
17-24 gauge 3 80
26 gauge 3 90
28 gauge 4 05

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat." No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.15 at Fort William; $3.55 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $3.55; 17 to 24 gauge, $3.80; 26 gauge, $3.90; 28 gauge, $4.05.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman 4 point, Fort William, $3.20; Winnipeg, $3.45; Glidden cattle, Fort William, $3.05; Winnipeg, $3.20; Glidden hog, For William, $2.70; Winnipeg, $3.03; Baker, Fort William, $3; Winnipeg, $3.25; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.55; Winnipeg, $3.85; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3 75; plain galvanized, No. 9, Fort William, $3.50; Winnipeg, $3.80.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4 05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.30; 10, $3.36; 11, $3.32; 12, $3.50; 13, $3.60; 14, $3.70; 15, $3.85; 16, $4.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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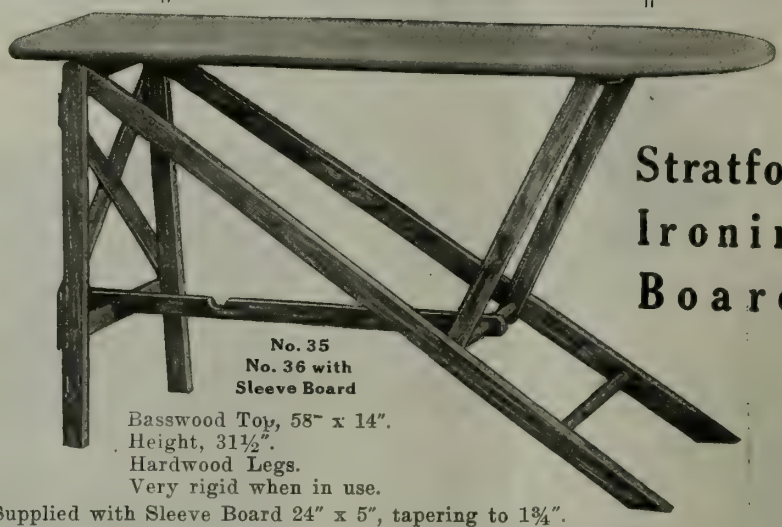

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Height, 31½".
Hardwood Legs.
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The natural finish shows up the quality of the wood.
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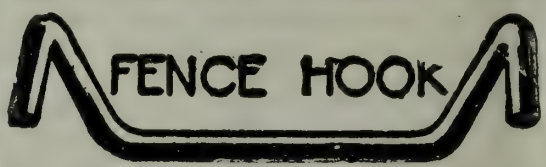

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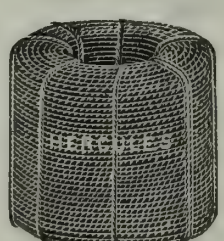

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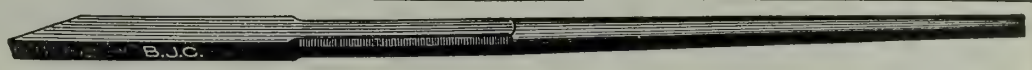

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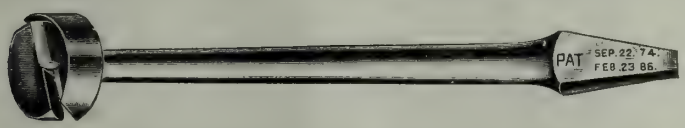

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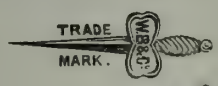

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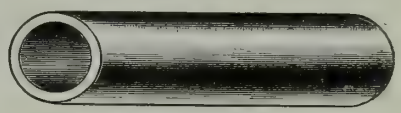

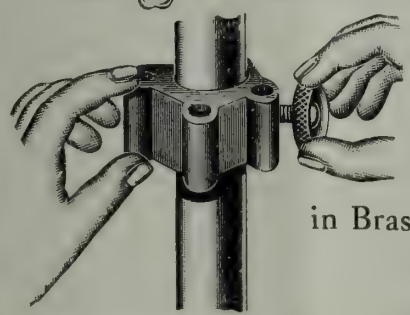

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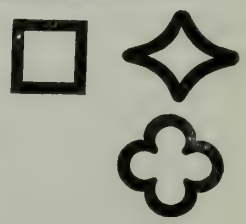

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Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Windows and Doors.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers.
Goodell-Pratt Co., Greenfield, Mass.

Mitre Boxes.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal.
The International Nickel Co., New York, N.Y.

Mop Wringers.
Mackenzie Bros., Winnipeg, Man.

Motors, Boat.
Walter Dean, Toronto.

Motor Boats.
Walter Dean, Toronto.

Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire.
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Ltd., Hamilton.

Neckyokes.
MacKenzie Bros., Winnipeg, Man.

Nickel.
The International Nickel Co., New York, N.Y.

Nickel-Plated Ware.
MacKenzie Bros., Winnipeg, Man.

Oars.
Walter Dean, Toronto.

Oils.
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.

Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Paddles.
Walter Dean, Toronto.

Packing.
Canadian Consolidated Rubber Co., Montreal.

Pails.
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.

Paints, Oils, Varnishes.
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Beatty Bros., Ltd., Fergus, Ont; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

Planes.
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers.
Henderson & Richardson, Montreal.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Poultry Supplies.
Collins Mfg. Co., Toronto.

Powder, Aluminium.
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black.
Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.

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Beatty Bros., Ltd., Fergus, Ont.; and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Pulleys (Sash, etc.)
MacKenzie Bros. Winnipeg, Man.

Pump Valves.
Canadian Consolidated Rubber Co. Montreal.

Pumps, Iron.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Aylmer Pump & Scale Co., Ltd. Aylmer, Ont.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Ranges.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Thos. Davidson Co., Montreal.
Findlay Bros. Carleton Place.
MacKenzie Bros. Winnipeg, Man.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Razors.
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Henry Rogers & Sons Co., Ltd., Sheffield, Eng.
Saunders & Wainwright, Montreal.
Geo. Wostenholm & Son, Sheffield, Eng.

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Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N.Y.

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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead.
Brandram-Henderson Co., Montreal.

Registers.
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Refrigerators.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
MacKenzie Bros., Winnipeg, Man.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

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Lewis Bros., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
J. H. McComb, Ltd., Montreal.
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Roofing Supplies.
The Can. H. W. Johns-Manville Co. Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

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Burrow, Stewart & Milne Co., Hamilton.
John Chatillon & Sons, New York, N.Y.
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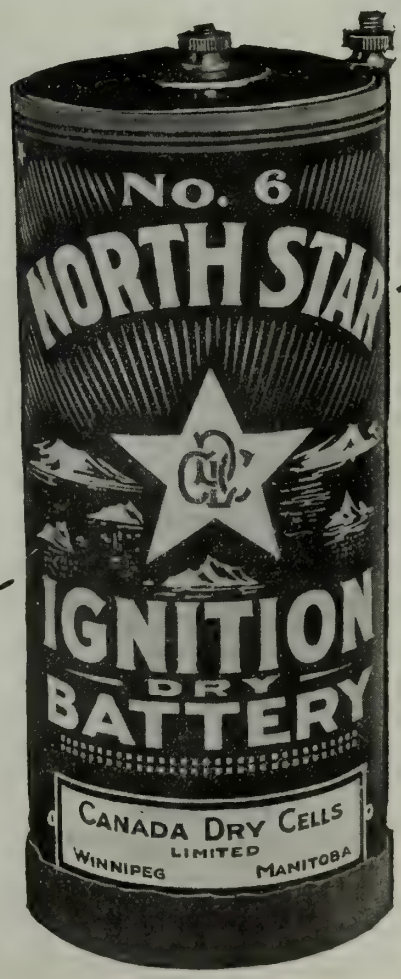

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National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Soren Bros., Toronto.

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The Stanley Works, New Britain, Conn.

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Soren Bros., Toronto.
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Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

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Landers, Frary & Clark, New Britain, Conn.

Toboggans.
Walter Dean, Toronto.

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Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield Mass.
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Millers Falls Co., Millers Falls, Mass.
Pratt & Whitney Co., Ltd., Dundas, Ont.
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Martin-Senour Co., Montreal.
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National Machinery & Supply Co., Ltd., Hamilton.

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National Machinery & Supply Co., Ltd., Hamilton.

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Henderson & Richardson, Montreal.
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Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

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Wrought Washer Mfg. Co., Milwaukee.

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Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Waste Baskets.
Hutchins-Kilbourne Co., Buffalo, N.Y.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
MacKenzie Bros., Winnipeg, Man.

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Boeckh Bros. Co., Toronto.
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Walter Woods & Co., Hamilton.

White Lead.
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Caverhill, Learmont & Co., Montreal
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Lewis Bros., Ltd. Montreal.
Mackenzie Bros., Ltd., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd Winnipeg, Man.

Window Guards.
B. Greening Wire Co., Ltd. Hamilton.
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.

Wire.
The British Aluminium Co., Ltd. London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Can., Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd. Hamilton.

Wire, Iron, Steel, Brass and Copper.
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd Sydney.
B. Greening Wire Co., Ltd Hamilton.
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London.

Wire Mats.
Andrews Wire Works of Canada Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co Hamilton.
B. Greening Wire Co., Ltd. Hamilton.
Kuhne-Anderton Co., Port Hope, Ont

Wire, Bright Annealed.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton

Wire Goods.
Andrews Wire Works, Watford, Ont
Canada Wire & Iron Goods Mfg. Co. Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Products.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Hamilton.
Dominion Iron & Steel Co., Ltd Sydney.
Hutchins-Kilbourne Co., Buffalo, N.Y

Wire Rope.
B. Greening Wire Co., Ltd. Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
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G. F. Stephens & Co., Winnipeg.

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Boeckh Bros. Co., Toronto.
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Meakins & Sons, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd Sydney.

Wrenches.
Frank Mossberg Co., Attleboro, Mass
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St Catharines.

Wringers.
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd Hamilton.
Walter Woods & Co., Hamilton.

Russell Jennings Auger Bits

Two styles of shanks,— three threads for boring all woods

Patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia London, Eng.

Arctic Metal

FOR HIGH SPEED

ARCTIC METAL

FOR HEAVY PRESSURE

Try It.

Every Pound Guaranteed.

Tallman Brass & Metal Co.

HAMILTON, ONT.

ENGLISH GROUND HIDE GLUE

"DREADNOUGHT BRAND"

Write for Sample and Price.

DREADNOUGHT BRAND

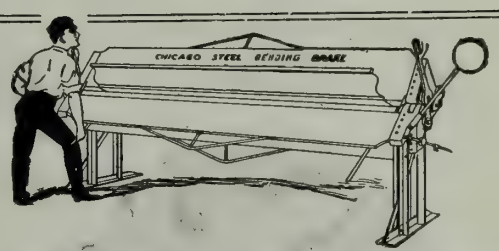
BRITISH PAINT SPECIALTIES

W.B. BATE & COMPANY TORONTO

Fine Colors, Varnishes, Japans, Dryers.

Shellacs, Enamels, Glues, etc.

W. B. Bate & Co., 134 Victoria St., Toronto, Ont.



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MADE-IN-CANADA

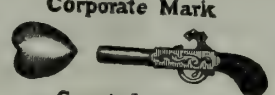
Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

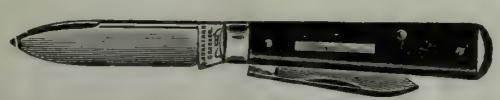
Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

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CHESTERMAN'S

MEASURING TAPES Linen and Steel

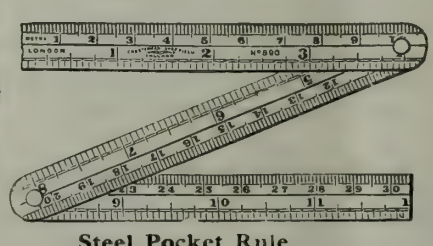
TRADE J C MARKS

CONSTANTIA J C

TREBLE

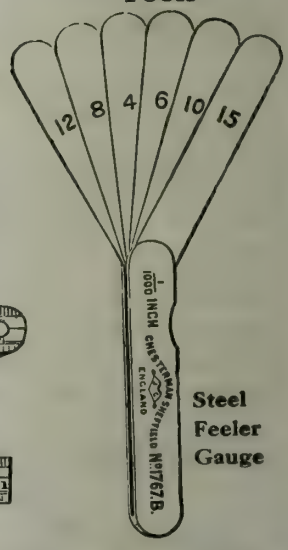
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

WE SPECIALIZE IN THE MANUFACTURE OF BROOMS

Our modern factory, well equipped and run by the best skilled labor obtainable, enables us to produce brooms of the finest grade. All our brooms are made in Canada from the finest selected American corn. We can supply you with better brooms at lower prices. Write for particulars.

AMERICAN BROOM WORKS - - - St. Bazile de Portneuf, P.Q.

A Straight Talk from the Manager

No. 28

BE PROGRESSIVE

Whenever two or more Canadian hardwaremen chance to be together, it is not long before the conversation switches around to "shop talk." The chances are that they will soon be discussing an article or a bit of news which they saw in Hardware and Metal. Whether consciously or unconsciously, they are sizing up each other's progressiveness, by the knowledge displayed in Hardware and Metal's contents.

In the same way, when a hardwareman can tell you the details of advertisements he has seen in Hardware and Metal, he knows that it stamps him as an up-to-date hardwareman —one who is thoroughly in tune with the spirit of the age. It will win him greater respect from his fellows in the hardware trade, whether manufacturers, jobbers or retailers.

No hardware man, in these days, feels that there is nothing for him to learn about his business. There are many facts of the most far-reaching importance to be learned from every issue of Hardware and Metal. So, to make the greatest possible progress in your business, you should read Hardware and Metal each week, carefully and systematically—from cover to cover.

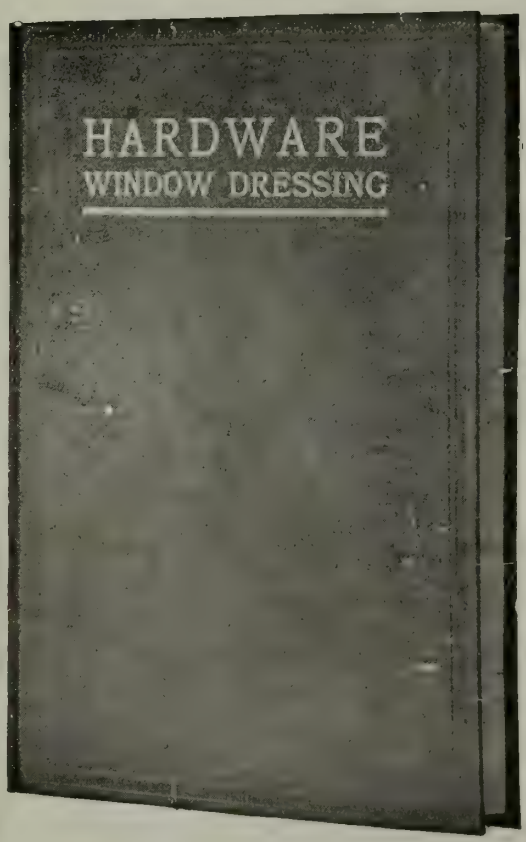
J. G. L.

Hats off to 1916

When Stock-taking remember if you have not a full range of Ross Sporting Models, including the Ross .22 Cadet Rifle, you are taking chances on sending good business to your competitors.

The Ross .22 has been a very good seller and is giving great satisfaction—Do not neglect the profitable opportunities it offers.

Ross Rifle Company, Quebec



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

"Hoyt Frost King" Babbitt

PREFERRED BY LONG-EXPERIENCED BABBITT USERS.

It is specially mixed for high-speed machinery and engine work, saw mills, threshing engines, traction engines, pumps, rolling mills, pulp machinery and all classes of **stationary** engines.

Cool, non-friction and lasting bearings are always a result of its use.

Order from your jobber.

Hoyt Metal Company

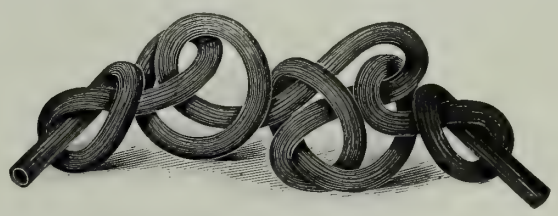
Eastern Avenue and Lewis St., TORONTO

New York, N.Y. London, Eng. St. Louis, Mo.

OUR ANNUAL SALES ARE OVER $5,000,000.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

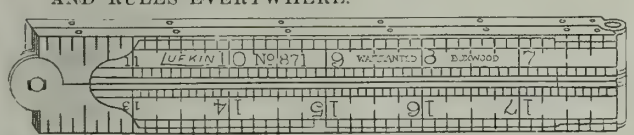
GUTTA PERCHA & RUBBER, LIMITED

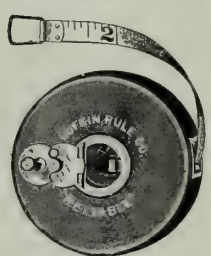
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.





Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Thirty-Two

A proper New Year's Resolution!

"This year I will give 'PREMIER' (Made-in-Canada) GALVANIZED SHEETS a chance to show me."

Remember this when placing orders.

TINKER TOM.

Watch for Talk No. Thirty-three next week. (13-V)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

"I Can't Help Reading the Covers!"

So said the Manager and Buyer of one of the largest hardware firms in Ontario, in discussing the value, to him, of Hardware and Metal's advertisements.

When you consider that nearly every good hardware merchant in Canada is a paid subscriber to Hardware and Metal, and that the front and back cover advertisements positively grip the attention of every one of them, you will not fail to recognize the immense influence exerted by these special positions.

We have a few front and back covers still available for 1916. If you have a worthy proposition for Canadian Hardware Merchants, write us for a list of these available dates, and full particulars as to price.

HARDWARE and METAL

143-153 University Avenue, TORONTO

Montreal · Winnipeg · Boston · New York · Chicago · London, Eng.

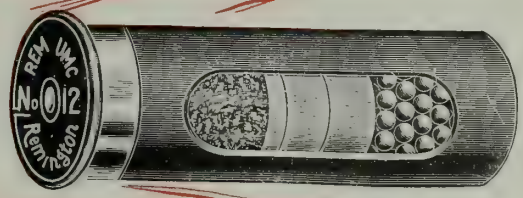
FEATURING MOTOR ACCESSORIES AND SPORTING GOODS

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 January 15
No. 3 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

REMINGTON UMC

THE SUN OF PROSPERITY



A low-priced heavy seller—the REMINGTON shot shell

Here's the shell you can buy rock-bottom and sell at a popular price. And you needn't care who you sell it to because this "Remington" Shell has Remington quality all through and it will make good in any company.

The "Remington" really is the highest grade, low-price, Canadian-made Smokeless Shell. Loaded with Standard Smokeless Powders, primed with the famous No. 33 Primer and loaded with drop or chilled shot. Ask your jobber for early quotations.

Just one more example of Remington-UMC determination to give our dealers the best of it against any and all other shells on the market.

Remington UMC

.22's—the little fellows that make big business for Remington-UMC dealers. Just three reasons: low price—high quality—big publicity. You can't go wrong from any standpoint in placing heavy orders with your jobbers, NOW.

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

REMINGTON ARMS-UNION METALLIC CARTRIDGE COMPANY
Contractors to the British Imperial and Colonial Governments
WINDSOR, ONTARIO
London, Eng. Jobbers Everywhere New York, U.S.A.

This is a success sign for the hardware store or counter. Write us about it.

STANLEY'S

Wrought Steel Hardware

SET No. 1776-J1 *for*

Garage Doors

A six-page folder with this title page is now ready.

Just say Circular "R" and how many you can use.

The circular may be enclosed with your letters and invoices or used for counter distribution. It will help secure your share of Garage "Trim" Business.

Illustrates and describes No. 1055 Chain Bolt, No. 1056 Foot Bolt, No. 960 Hinge with Reversed T, No. 1257 Handle, No. 1260 Latch with Padlock Eyes and illustrates the package containing complete set No. 1776-J1 ready for your shelves.

A complete list of other Stanley Garage Door Hardware is included and a place for your imprint is provided.

Let us help you secure your share of Garage "Trim" Business.

The Stanley Works *New Britain Conn.*

New York *Chicago*

HINGE HEADQUARTERS

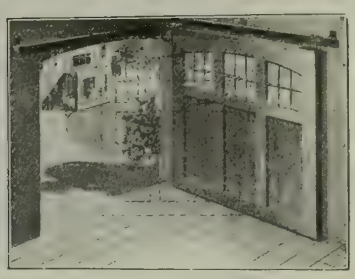
Canadian Representative : A. MACFARLANE & CO., Coristine Bldg., MONTREAL

"P. & W. Co." SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

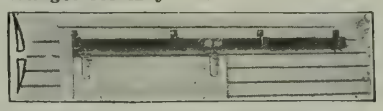
If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada
MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.



"A Hanger for Any Door that Slides"

Parallel Doors for Garage, Drive, Barn or Warehouse.



Champion Trolley for Barn Doors

Angle Door Hangers for Garage or Barn

ARE YOU A MEMBER OF THE "R-W" FAMILY?
It's growing fast!

Fire Door Hardware, All Kinds.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

Folding Door Hangers for Schools

KEYSTONE BRAND

BRUSHES FOR EVERY HOUSEHOLD USE
"KEYSTONE"
BRING THE CUSTOMERS

From shoe brushes to shaving brushes, through every other kind that can be used in the house.

But there is only one quality in all Keystone Brand Brushes—and that is the best we can make at the figure—the kind that will bring customers back for more.

For prices, etc., write

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Brooms, and the rest of the famous Keystone Brand Brooms and Brushes.

FLY SCREEN
WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVE
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Exclusive UNIVERSAL Feature

The non-breakable, heat-proof glass top, now furnished with UNIVERSAL Percolators.

Exclusive UNIVERSAL Feature

The Patented Spreader Plate which distributes the water evenly over all the coffee, extracting all of the healthful, flavor-producing elements from every berry.

Exclusive UNIVERSAL Feature

The Patented Pumping Device which circulates the water through the coffee 6 to 10 times more than any other make. This point is the secret of good coffee.

X-Ray View showing the UNIVERSAL Method of Percolation.

UNIVERSAL Coffee Percolators

circulate the water through the coffee six to ten times more than any other make, extracting every bit of the flavor and aroma from the coffee berry and making the most delicious beverage imaginable.

By the **UNIVERSAL** Process the water starts circulating through the coffee as soon as heat is applied to the percolator, and before the boiling point is reached percolation is completed and the coffee is ready to serve.

UNIVERSAL Percolators are made in various designs and sizes in Aluminum, Porcelain Enamel, Copper polished or with nickel or silver-plated finish. Prices to suit every purchaser.

For prices, etc., write to your jobber or direct to us.

UNIVERSAL

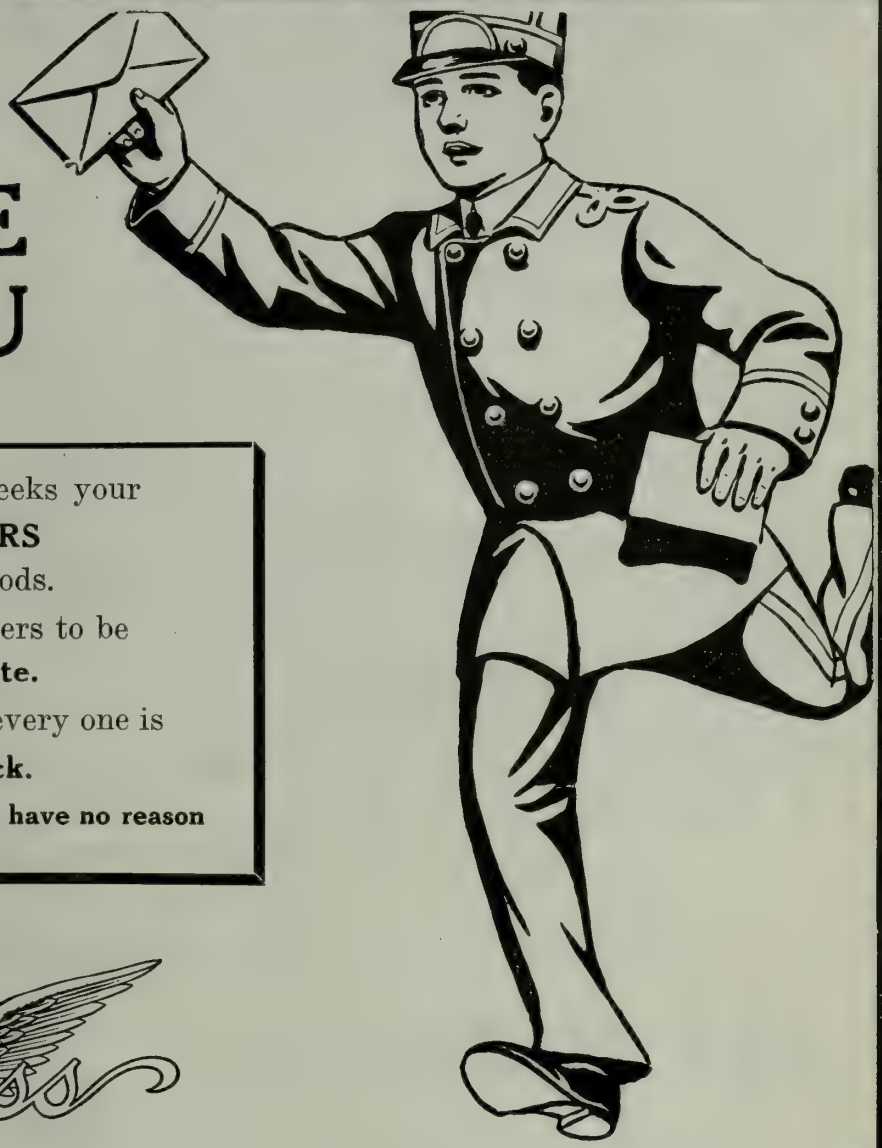
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

UNIVERSAL

Canadian Representatives: A. MacFarlane & Co., Montreal

A MESSAGE FOR YOU



For the next few weeks your
MAIL ORDERS
will be for seasonable goods.
You will expect such orders to be
Filled Complete.
You will require that every one is
Shipped Quick.
Send them to us and you will have no reason to regret it.

Success

"Best in the Land—BLACK DIAMOND BRAND."

We have the Lines. We have the Stock.
We have facilities for Shipping Quick.
Our Prices are Reasonable.

Note this list of very Seasonable Goods and check them up against your stock:

Sewing Machines
Clocks
Electric Sad Irons
Bissell Carpet Sweepers
Carving Sets
Perfection Ash Sifters
Triumph Ash Sifters
Snow Shoes
Boys' Steel Sleds
Ice Skates
Steel Game Traps
Weather Strip
Sleigh Bells
Horse Blankets
Carriage Heaters
Snow Shovels
Door Mats

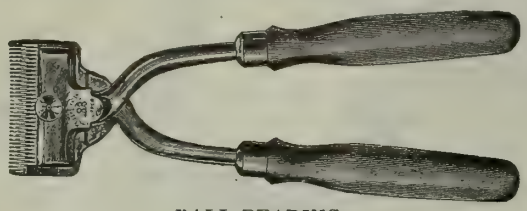
LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

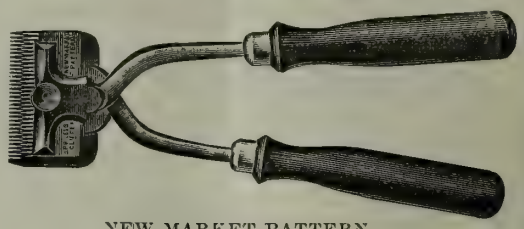
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

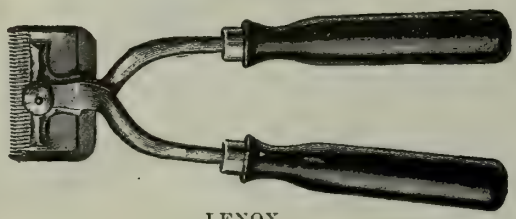
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

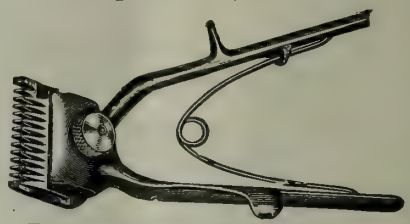


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

AXE HANDLES

Buy handles with a guarantee.

The quality of the Empire, Imperial, Peerless and Champion axe handles are guaranteed.

Made of the toughest hickory.

Well made and nicely finished.

Every handle labelled and packed in individual paper sack.

Get prices on them.

J. H. Still Mfg. Co.

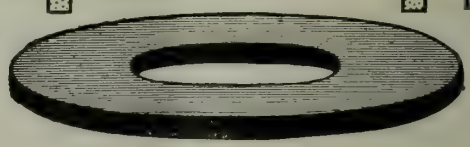
ST. THOMAS, ONT.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

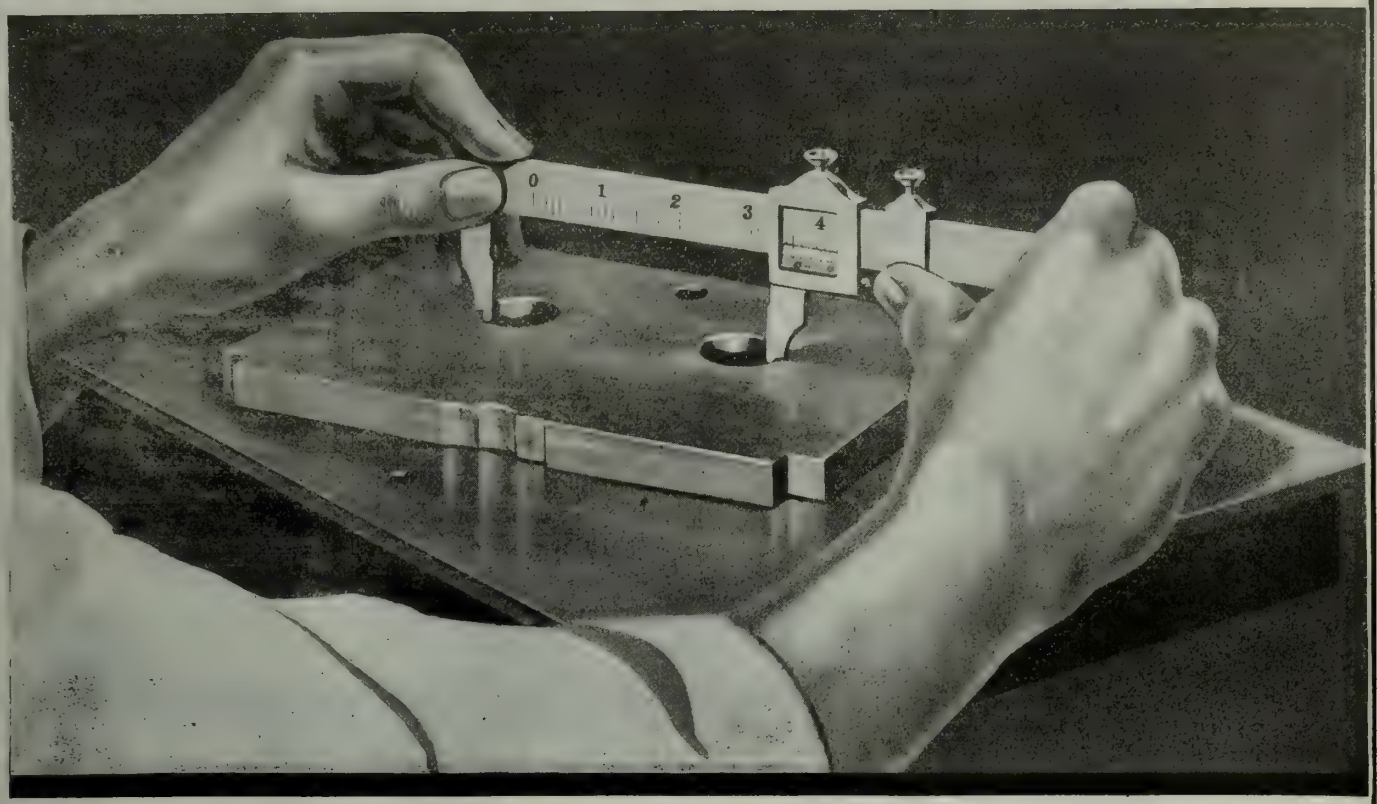


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



This Man Must Have Instruments of Precision

HIS work demands tools of extreme accuracy—his job depends upon them. When he wants tools or instruments that he can depend upon he goes to the leading dealer to get them. If the dealer shows him Starrett Tools he buys them without question because every skilled machinist knows that

Starrett Tools

are mathematically accurate. Every engineer, machinist and high-class workman whose work requires accuracy, knows Starrett Tools to be standard. Starrett advertising is addressed not only to workmen and engineers, but to superintendents, foremen and manufacturers.

We deal direct with retail hardware men.

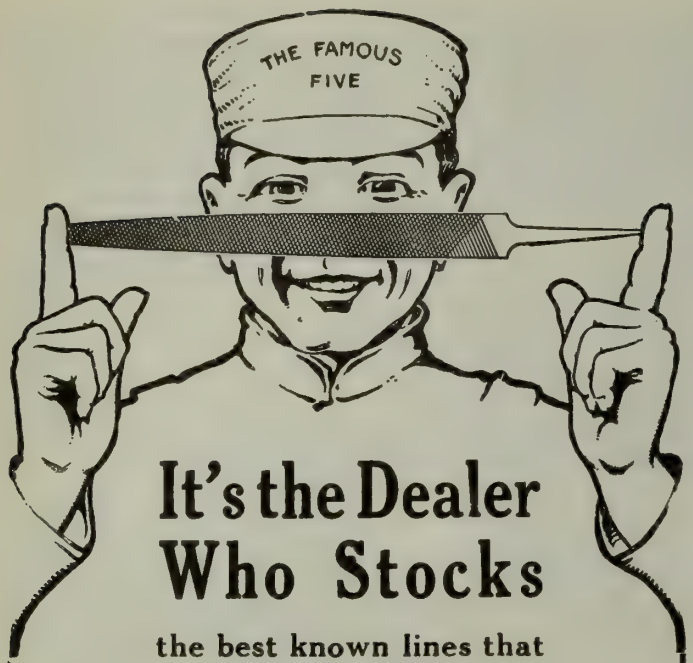
Send for Free Catalog No. 20-M.A., prices, etc.

THE L. S. STARRETT COMPANY

"The World's Greatest Tool Makers"

ATHOL, MASS.

NEW YORK LONDON CHICAGO



It's the Dealer Who Stocks

the best known lines that gets the business.

Your file stock should therefore consist of the following famous brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

When you bear in mind that 10,000 dealers in Canada stock these famous five—

When you know that behind you is our 50-year-old experience in the making of files—

When we tell you that the Nicholson output is over 60,000,000 yearly—

The question is: Can you afford to be without these well-known brands of files on your shelves?

To help you, we're educating your customers, through advertising, to throw away their files when the "inefficient" point is reached. And that our efforts are not wasted is proven by the increased demand for files—of the "famous five" mentioned above.

NICHOLSON FILE COMPANY

Port Hope (JOBBERS EVERYWHERE) **Ontario**

Thos. Ellin & Co.

LIMITED

Sylvester Works

SHEFFIELD, ENGLAND

Manufacturers of

Table and Pocket Cutlery, Scissors, Razors, Spoons and Forks, Electro Plate, Joiners' Tools, Etc.

Wish to inform their friends that they have appointed

JOHN B. KEEBLE

(of RONUK LIMITED)

53 Yonge Street

TORONTO

As Their Representative for The Dominion of Canada.

Mr. Keeble will be glad to show you our new range of samples, either at his show room or at your office.

Requests by mail for catalogue, prices or other information will be promptly attended to.

We are featuring a special line of Stainproof Cutlery — Ask about it.

Plymouth Is Always the Same

This hank of Manila fiber

is one of hundreds of thousands now in our warehouses.

To inspect such fiber, to judge how much is good enough for Plymouth Rope and to decide how various lots of widely different character shall be blended (as all Manila must be) to maintain definite standards of quality in the product—this is a job for true fiber experts.

Such men are none too numerous, but we have our quota of them—have always had. The accumulated experience of this group covers ninety-one years. It cannot be duplicated.

Our Manila purchases amount to nearly one-fourth of the importations of that fiber. And every lot is passed upon by these men. Their skill and this superior supply of raw material largely explain why Plymouth Manila Rope is of uniform quality.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS.; WELLAND, ONT.

INDEPENDENT CORDAGE CO., Ltd., TORONTO
CANADIAN SALES AGENTS

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

WIRE NAILS

ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES—Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

Try our quality and service — then you'll order again and again.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., Limited

GALT, CANADA

is said to follow the finder of a Horse Shoe. Sometimes it is so, but we **know** that satisfaction **certainly** follows the purchase of

"M.R.M." Horse Shoes

They combine all the merits of a high-grade shoe:

High Quality—due to selected materials.

Natural Shape—means less fitting.

Proper Crease—gives right setting to nails.

Clean Punching—less work for the farrier.

Careful Sorting — gives the Smith a "full" keg of "good" shoes.

It is a case of "It pays to buy the best."

"M. R. M."
Most Reliable Made

MANUFACTURED BY

The Montreal Rolling Mills Co.
MONTREAL, CANADA

VALUE

counts in Horse Nails as it does with everything else. We have no hesitation in saying that there is more value received in the purchase of a box of

"M. R. M." Horse Nails

than can be obtained in buying any other make of nails.

We use the best Swedish Steel, the highest grade of material available for the purpose. Every stage of manufacture is performed with care and exactitude, which ensures

"PERFECTION"
IN
HORSE NAILS

Sharp, clean points, nicely tapered blades, and perfect uniformity in all respects, have made many friends for "M. R. M." HORSE NAILS.

Their value has been appreciated by the blacksmith who is looking for his full money's worth.

MANUFACTURED BY

The Montreal Rolling Mills Co.
MONTREAL, CANADA

The STEEL COMPANY OF CANADA, Limited

SALES OFFICES:

HAMILTON	MONTREAL	WINNIPEG	TORONTO
VICTORIA	VANCOUVER	ST. JOHN, N.B.	HALIFAX

ROASTERS FOR THE ROASTING SEASON

OVAL SIZE, 11½ x 18¾ x 8.

Davidson's

"Sterling" seamless self-basting roast pan is made in Colonial Enameled Ware and Blue Sheet Steel.

SELLING FEATURES:

Self-Basting.
More efficient than any other style roast pan.
Being seamless it is perfectly sanitary.
Saves time and labor.
Saves fuel.
It is a necessary article in every home.
It is a Sterling.

CROWN ROASTER.

The Crown Roaster, seamless, round, size 13¾ x 8 in., is also made in Colonial Enameled Ware and Blue Sheet Steel and is made in the oval pattern, same size as Sterling in steel only.

Write us for prices.

The Thos. Davidson Manufacturing Company, Limited
TORONTO MONTREAL WINNIPEG

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

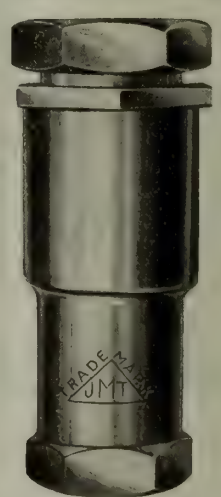
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

Why handle cheaply made inferior heaters?

Why, when you can buy heaters with no castings in their construction at all—heaters made so they won't bend or break—heaters that please your customers and help you sell more goods

Satisfied Customers are your best asset

You make that kind of customers when you sell them the celebrated

CLARK HEATERS

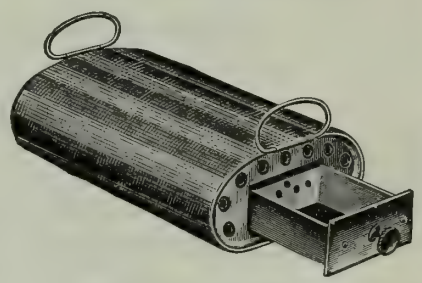
and they cost you no more than the heaters of inferior quality with cast ends.

Furthermore, Clark heaters are the only heaters that are now being advertised to your customers. They are the only heaters that have ever been advertised to users in Canada, and every advertisement asks the reader to go to his dealer for the heater.

Do not be misled. The heaters that sell best in Canada and every other country where heaters are used, are the Clark Heaters—they are made better, please better and offer as good or better profit. Almost every jobbing house of note in Canada handles the Clark Heaters—They must be best and we know you will find them so.

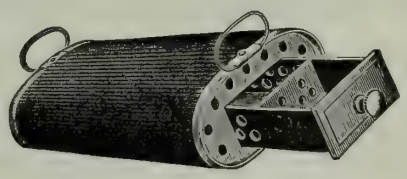
Insist on Clark Heaters. It pays.

Some Good Sellers from the Clark Line



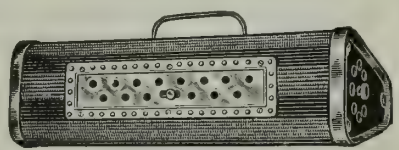
No. 5B Clark Heater

No. 5B Heater is light and handy, yet very enduring and sightly. Is 12 inches long and weighs 4 pounds. Heats quickly, furnishing a mild and comfortable temperature. This heater is used quite extensively by farmers, mail carriers and milkmen. Covered with fine Brussels carpet.



No. 3D Clark Heater

Our No. 3D Heater is one of the most popular sellers, being very strong and durable. It is 14 inches long and weighs 7 pounds. Has fine asbestos lining and is covered with Brussels carpet; has braid binding. Easily cleaned by brushing. Ends are of triple strength white metal.

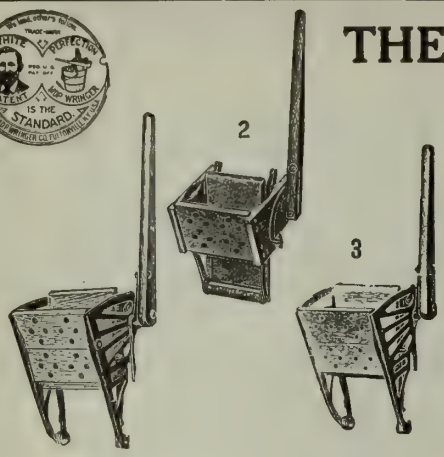


No. 7D, showing side and end ventilators.

No. 7D Clark Heater

No. 7D Heater, a well known and popular style, having flat, slanting top, and having ventilators in both ends and at the side with which it can be made to throw out as much or as little heat as may be desired. Is 14 inches long, and weighs 9 pounds. Has cold drawn steel ends, heavily nickel plated and is covered with superior Brussels carpet.

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Make a trial of our

Metallic Ceilings

When you buy "M.R.Co." Ceilings, you also secure "M.R.Co." Service. Enquiries referred, advertising cuts and literature supplied, plans, estimates and suggestions given.

We also give you the best made goods that money can buy, goods that save you time in erecting and that please your customers. Write us for your copy of catalogue.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

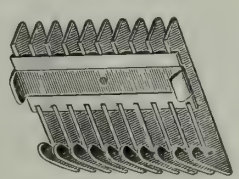
Great Reduction in Prices on HOTCHKISS AMERICAN CLIPPERS

AMERICAN MANUFACTURE. A complete and popular line of Horse, Barbers' and Fetlock Patterns

NO. 81 POWER CLIPPING HEAD

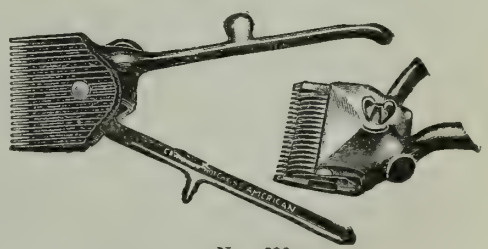
Strong, well made, simple and serviceable. Guaranteed to give very best results. Supplied to fit any power machine.

ADJUSTABLE COMBS
Nickel Plated



Hotchkiss Patent Adjustable Combs. Either ¼ in. cut No. 2 or 5-16 in. cut No. 3.

BARBERS' HAIR CLIPPERS



No. 600
Made in No. 00, No. 0 and No. 1 cuts. Made from the very best material throughout. Splendidly proportioned, elegantly finished and nickel plated.
A high-grade article for the very best trade.

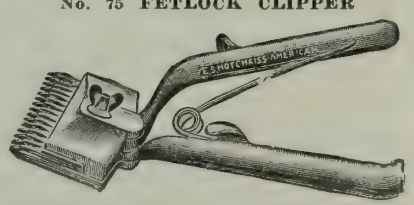
BARBERS' HAIR CLIPPERS

No. 755
Has corrugated bottom plate; is elegantly finished. Nickel plated and finely proportioned. It is a beauty; the best that can be produced and should be in every stock. Made in No. 1 and No. 0 cuts.

NO. 40 BALL-BEARING HORSE CLIPPER

Finely polished and plated. Nickel ferrules, oval handles with imitation black rubber finish, and is recommended as the most satisfactory Ball-Bearing Horse Clipper ever offered, with 2-inch bottom plate.

No. 75 FETLOCK CLIPPER



This is a very strong, substantial and satisfactory article. Nickel plated. A great seller and should be in every stock.

We manufacture most up-to-date and complete line of Clippers made in America. About thirty numbers from the cheapest to the finest quality. Send for our price list and prices.

CRESCENT MANUFACTURING COMPANY, Reade Street, NEW YORK, U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

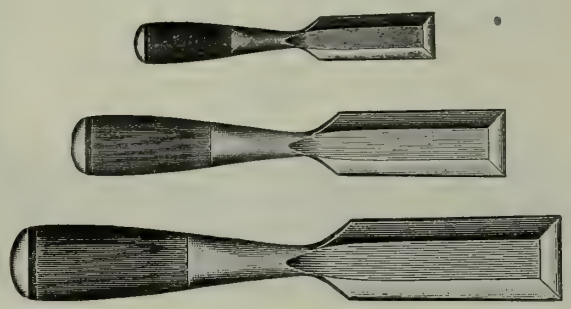
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

Stanley Tools



Stanley "EVERLASTING" Chisels

STRONGEST — FASTEST — MOST DURABLE CHISELS MANUFACTURED.

Blade, Shank and Head One Piece of Steel.

Exceptionally Well Made and Highly Finished.

May be had Singly or in Sets, Packed in Canvas Rolls or Fancy Hardwood Boxes.

Made in all Standard Sizes.

Special Circular Upon Request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Established Since 1835

Hardwaremen, Increase Your Sales

Write to-day for our proposition and catalogues. We manufacture a complete line of iron and wire products for all kinds of buildings.

DENNISTEEL LONDON - CANADA — **Lockers, Shelving, Stools, Bins, Cabinets, Office Equipment, Etc.**

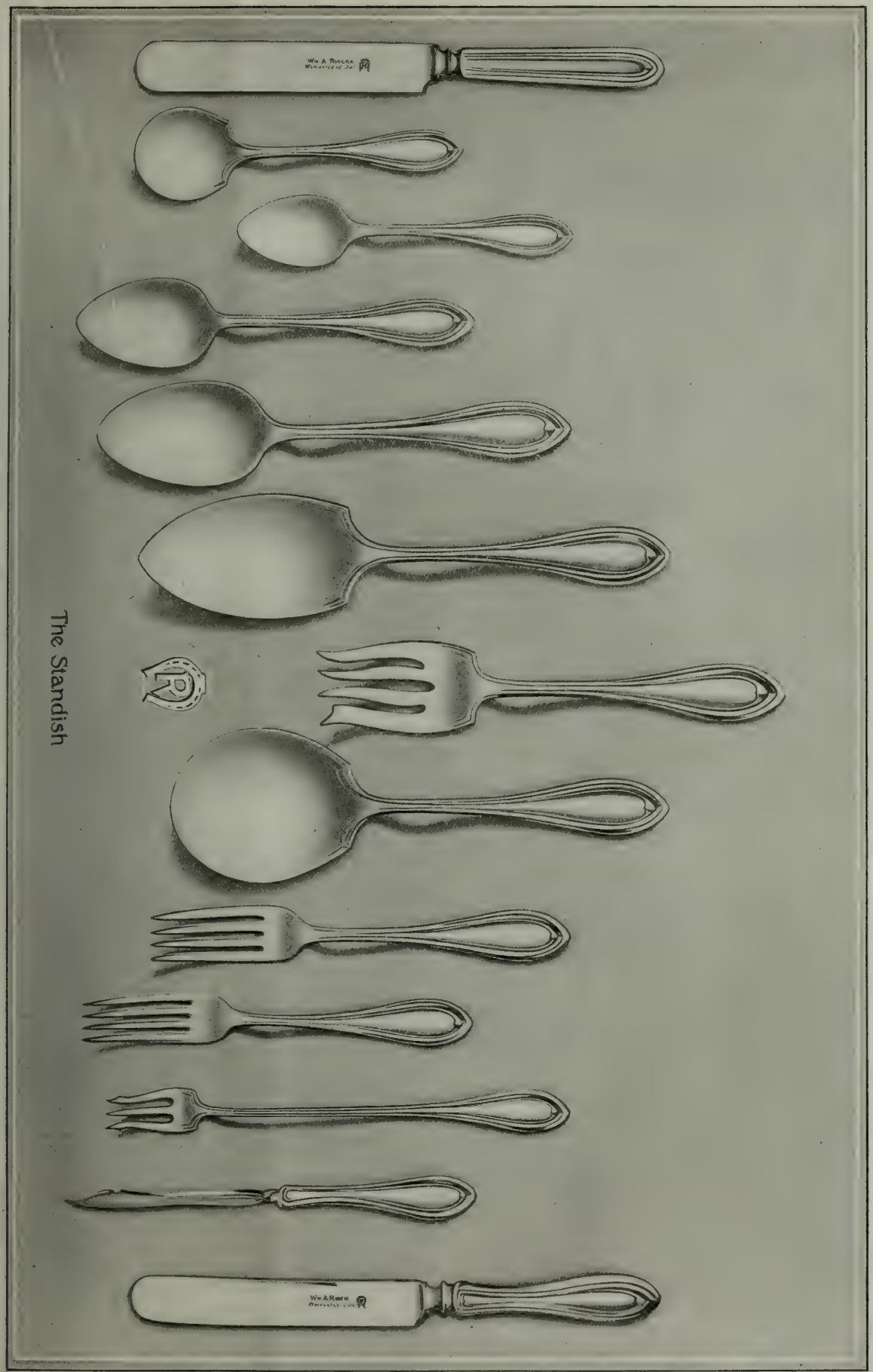
DENNIS-LONDON ORNAMENTAL IRON — **Iron Stairs, Fire Escapes, Coal Chutes, Doors, Gratings, Grills, Window Guards, Wire Screens, Fence, Mats, Baskets, Etc.**

WILL YOU HELP MADE-IN-CANADA PRODUCTS LEAD THE WORLD?

THE DENNIS WIRE AND IRON WORKS CO. LIMITED

LONDON - TORONTO

Kindly mention this paper when writing to advertisers.



Look for the "R" in the Horse Shoe.

If your Knives, Forks and Spoons have this Trade-Mark you may absolutely rely on them, as it represents Sectional Plated goods of guaranteed quality on 21% Nickel Silver base metal.

CANADIAN WM. A. ROGERS, LIMITED

TORONTO WINNIPEG

The King George

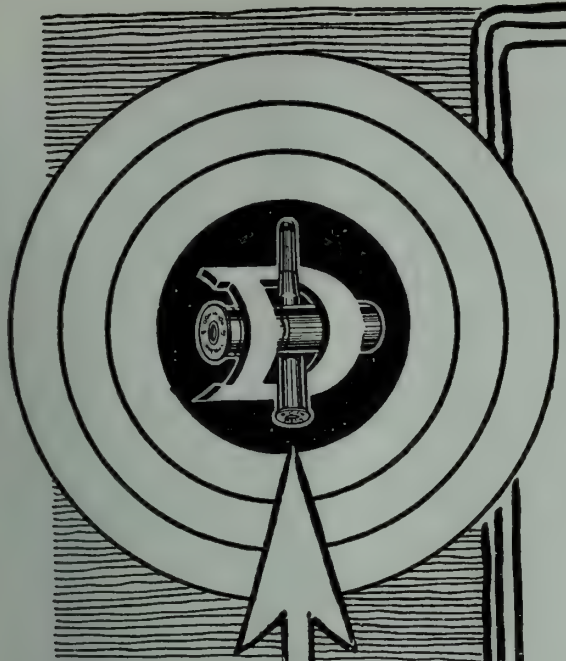
A Canadian Triumph

There is no better selling motto than "Canadian Goods for Canadian Buyers." "King George" ware is an all-Canadian product, designed entirely by Canadian craftsmen and made in a factory backed by Canadian capital. The splendid finish is the work of Canadian artisans. It is a ware which retails at a modest price and leaves to the retailer a large margin of profit.

McGlashan, Clarke Co.

LIMITED

NIAGARA FALLS, ONTARIO



Loaded with Black, Lesmok & Smokeless Powder

Always a Bull's Eye

and this is the time of year to pile them up with sales of Dominion 22's.

This winter men and boys —yes and women, are keeping in practice by 22 target shooting indoors and out.

This business belongs to you with

Dominion 22's

SHORT — LONG — LONG RIFLE

loaded with Smokeless, Lesmok or Black powder.

Sell Dominion because they are just a little more accurate, just a little cleaner, just a little easier to get from your jobber, and mostly because your customers have used them and like them.

REMEMBER—WE SUPPLY TARGETS TO DEALERS FOR FREE DISTRIBUTION.

Dominion Cartridge Co.,

LIMITED

Montreal

"Bristol"
TRADE MARK REG. U.S. PAT. OFFICE.

The Prize-Winning Rods

Biggest National Advertiser in the Sporting Journals—

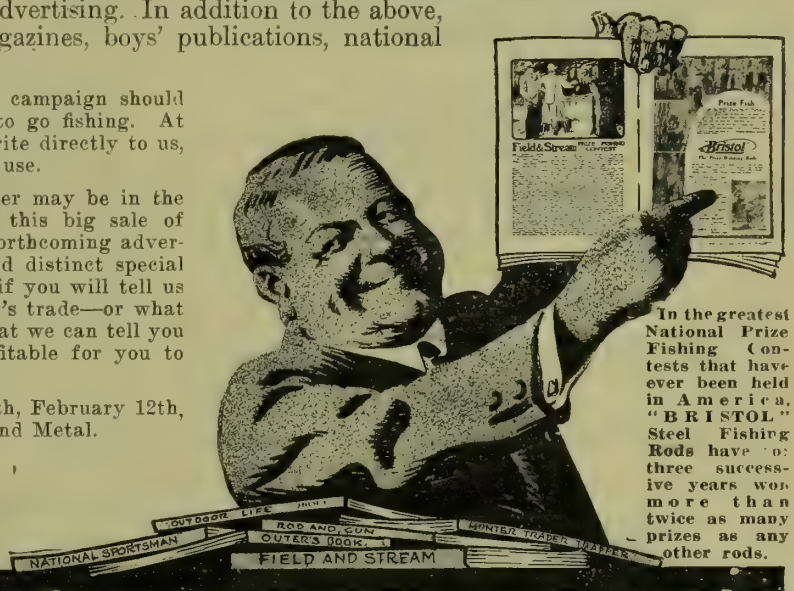
In Field & Stream, National Sportsmen, Outdoor Life, Hunter-Trader-Trapper, Outer's Book, and Rod & Gun, we are running 15 pages of advertising in each—a total of 90 full-page advertisements to increase the already large, nation-wide demand for "BRISTOL" Steel Fishing Rods. All of these advertisements will create a greater general interest in fishing and a demand for thousands of dollars' worth of fishing tackle of every description which you will sell to your trade as a direct result of our advertising. In addition to the above, we shall advertise in 15 or 20 other general magazines, boys' publications, national weeklies, etc.

Based on past experience, this great national advertising campaign should make not less than 500,000 men and boys more anxious to go fishing. At least 25,000 of these will be so interested that they will write directly to us, asking about the best rods to buy and the best tackle to use.

In order that every "BRISTOL" Steel Fishing Rod dealer may be in the best possible position to make the most money out of this big sale of "BRISTOL" Rods and other fishing tackle, we shall, in forthcoming advertisements in Hardware and Metal, make five different and distinct special offers on Advertising Helps which we will furnish FREE if you will tell us what "BRISTOL" Rods you have bought for this Season's trade—or what kind of fishing your customers are most interested in, so that we can tell you the kind of "BRISTOL" Rods which will be most profitable for you to handle.

Watch carefully for our advertisements in the February 5th, February 12th, March 4th, March 11th and April 8th issue of Hardware and Metal.

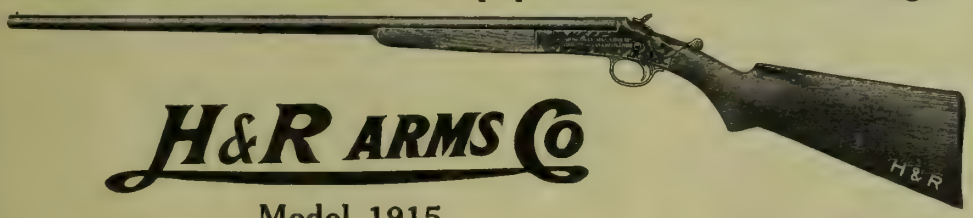
THE HORTON MFG. CO.
302 HORTON STREET, BRISTOL, CONN.



In the greatest National Prize Fishing Contests that have ever been held in America, "BRISTOL" Steel Fishing Rods have for three successive years won more than twice as many prizes as any other rods.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded

Send for Catalog No. 150

HIGHEST AWARD

At the Panama-Pacific Exposition

Gold Medal

Flashlights

Universally recognized as **supreme** in **quality** and **service.** Get your share of the big and steadily increasing demand for quality flashlights.

Franco "Gold-Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights **can not** be made.

The need for renewal batteries and bulbs always keep customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights **now.** You'll find them quick sellers.

Our latest catalog, listing over 400 profitable, ready selling articles and dealers' proposition, will surely interest you. Send for it **now.**

Franco products sold through various distributors at convenient location to ensure prompt deliveries.

Interstate Electric Novelty Co.

of Canada Limited

220 King St. W. - Toronto, Ontario

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.

Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.

Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.

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SECTIONAL VIEW

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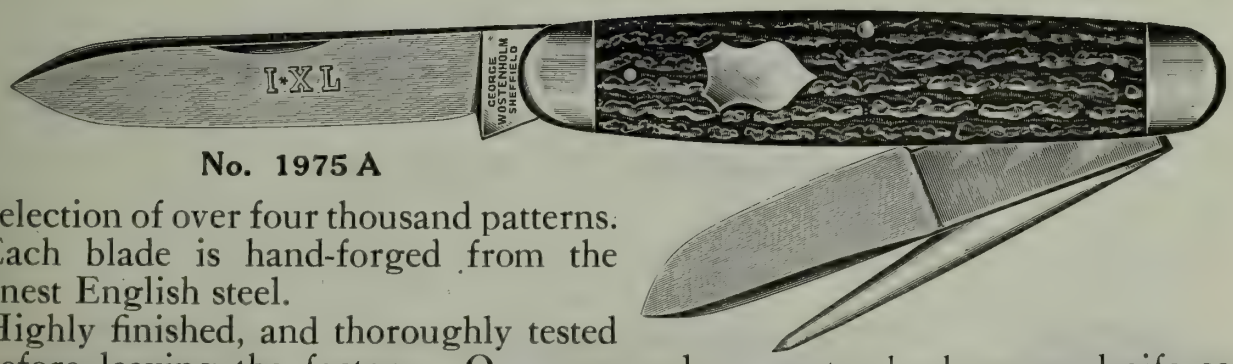

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28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII. TORONTO, JANUARY 15, 1916 No. 3

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J. G. LORRIMAN, Manager.
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ALEX. WALES, Advertising Representative.
S. S. MOORE, Ontario Representative.

GEO. D. DAVIS, Editor.
J. W. TYSON, Associate Editor.
C. W. BYERS, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

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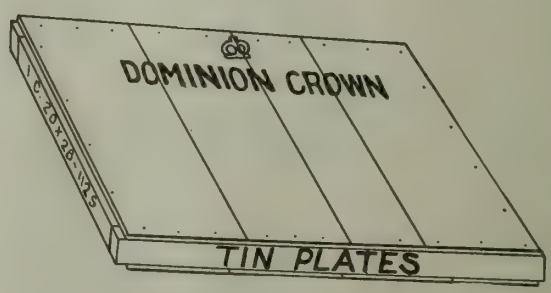

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Hardware and Metal

Established 1888. TORONTO, JANUARY 15, 1916 Vol. 28. No 3

Immensity of a New Industry

Remarkable Increase in Number of Auto Owners in Canada During 1915 — Where Cars Are Located—The Growth of the Auto Industry Has Developed a Huge Demand for Accessories

ACCORDING to figures supplied by a statistician of the motor vehicle industry, the number of automobiles in use in Canada at the beginning of November 1915, was approximately 83,128, as against 61,000 on the same date of the previous year. The 83,000 automobiles are owned by 73,000 people.

In the United States there are about 2,250,000 cars. Assuming that the population of the United States is 100,000,000, and the population of Canada 7,500,000, there are over twice as many automobiles in the United States per thousand of population as there are in Canada.

The United States has one automobile to every forty-four people, whereas in Canada there is one automobile to every ninety people. In both countries the sale of automobiles is growing rapidly, and there is no reason why, in a very short period of time, there should not be twice as many cars in use in Canada as there are at the present time. Automobile dealers in Canada state that the outlook for 1916 business is exceedingly bright.

It is expected that during 1916 there will be a heavy sale of cars in country districts. There are several reasons for expecting a heavy sale to farmers. In the first place, the farmers are more interested in motor cars than they have ever been in the past. Sales of cars to farmers during 1915 greatly exceeded the sales of any previous year. This year the farmers have the money to buy cars, should they desire to do so, and from present indications the farming communities are going to be worked hard during 1916 by auto salesmen.

That the country districts will be worked hard, is a foregone conclusion, when you take into consideration, the number of retail hardware merchants in small towns, who during the past six months have taken on agencies for moderate priced motor cars. And there is no better or more aggressive class of merchants to be found anywhere, than the hardware merchants, when it comes to pushing the sale of any commodity in the farming community.

Where are Cars Located?

There are a few people who have an idea that most of the motor cars in Canada are in use in the cities. Such is not the case. Approximately two-thirds of the motor cars in use in Canada are owned by residents of the smaller cities and towns and by people residing in the rural districts.

According to the registrations in the various provinces, the motor cars in Canada registered up to November 9, were located as follows:—Ontario, 36,300; Saskatchewan, 11,966; Quebec, 8,383; Nova Scotia, 2,345; New Brunswick, 1,941; Manitoba, 7,811; British Columbia, 9,100; Alberta, 5,192.

It will be seen by the foregoing figures that the cars are well distributed throughout the Dominion.

Increase Over 1914

In 1914, the automobiles registered in Canada numbered 61,058. By November 1915, the number had increased to over 83,000. These figures furnished astonishing proof of the growing popularity of the automobile, and give some idea of the vast importance of a comparatively new industry.

There is no industry growing more rapidly, and no industry, at the present time, that appears to have a greater or more hopeful future outlook.

With the growth of the automobile industry there has developed a huge demand for automobile accessories. The demand for accessories has grown to such an enormous extent that hardwaremen, garage owners and exclusive

Window Display of Auto Accessories by the James Walker Hardware Co., Montreal, Que.

auto accessory stores are doing a huge business in accessories.

The retail hardware trade of the Dominion took up the auto accessory line much more quickly than the jobbers. During the past two years Hardware and Metal has told how a great many retail hardware firms started in the auto accessory business, and by studying the needs of the auto owners have built up new and profitable departments.

How One Merchant Started

The story of how a Toronto merchant started to sell accessories is typical of many others, which might be told regarding the modest start made by some firms which have, in a comparatively short time, worked up a good trade connection in auto accessories.

When asked why the firm had started to handle auto accessories, the merchant stated that many auto owners used to stop at the store to purchase gasoline. The gasoline was carried at the rear of the store at first, but the demand grew to such proportions that it was considered advisable to instal a filling station at the front of the store—and after the filling station was installed, the business grew rapidly, very often several autos would arrive almost at the same time for gasoline.

Autoists stopping to purchase gasoline would ask for patches, rubber cement, etc., and requests of this kind soon became very frequent, so frequent that a small stock of cement, patches, etc., was put in. Before long the people who wanted patches and cement began to ask for other things, and when an article not stocked was asked for, it was procured for the customer—that is, if the latter could wait.

The articles asked for most frequently soon found their way in as regular stock, and in a comparatively short time a fairly representative stock of accessories had accumulated, and it was decided to push the line more vigorously.

When selling gasoline from the auto-filling station, the salesmen would tell the autoists that a line of accessories was carried in the store. This proved to be a good plan, and many autoists were induced to buy accessories as well as gasoline. The windows are also used with splendid effect. At regular intervals displays of auto accessories are arranged, and these may be seen from the filling station or by passing autoists.

The business has grown to such an extent that a special table and silent salesmen are now used for displaying automobile goods. In the silent salesman are shown lines such as lamps, goggles, spark plugs and smaller accessories which it is not always advisable to expose or place within too easy reach of people who are sometimes tempted to "lift" such articles.

Larger supplies are carried on a large table near the main entrance to the store, and include tires, pumps, batteries, carbide, horns, auto cleaning brushes, lamps, auto top dressing, oils, greases, jacks, bearing scrapers, bulbs for headlights, goggles, patches, cement, etc.

Demand in West

The coming year will no doubt see a bigger demand in the Canadian West for automobile accessories. Quite a number of the Winnipeg jobbers are introducing a department for this line of goods for the first time. One jobber has handled this line for over a year, and has found it successful. The only difficulty as far as the jobber is concerned, is in getting some dealers to realize the possibilities for them in automobile accessories.

Demand is Growing

The demand is growing from year to year, there is an excellent opportunity for the retail hardwareman to handle this line and make himself head-quarters for it. With the farmers at country points wealthier than they have been in a good many years, they should be excellent prospects for automobiles, and many hardwaremen are taking on agencies for the cars themselves, and are conspicuously successful.

Men Who Sell Cars

Among the dealers in Western Canada who have taken on agencies for cars, to mention only a few, are Ernest Valleau, Sintaluta, Sask., who sold 14 cars—Hugh McGillivray, Pense, Sask., who has sold scores—Hume & Osborne, Oak River, Man., who sold half a dozen Fords in a year—Henderson Bros., Vanguard, sask., who handle the McLaughlin—Buick and Chevrolet cars, Findley & Findley, Kincard, Sask., and Lavery & Scott, Newdale, Man., who sold a number of Reo's.

It has been observed that many hardwaremen who have been successful in handling cars, have not yet gone into the automobile accessory business to the extent warranted. It would appear that a man who found a demand for automobiles in his district would find an even bigger demand for automobile accessories, especially for tires, tubes and chains. The man who handles cars has this advantage, that he knows exactly what his customers want, and is able himself to buy intelligently.

One Winnipeg jobber who has announced his intention of going directly to the consumer, gives as his reason for this action that the average hardwareman is liable to buy too little or too much stock, thus causing trouble both to himself and the man who supplies him. When a dealer builds up a business in automobiles, there is little danger of him overstocking, especially if he handles Ford cars, the accessories for which are standardized.

It has been found necessary by a jobber who has recently gone into this business to conduct an educational campaign for the benefit of the dealer. This firm found considerable difficulty at first in inducing its clients to instal a stock of accessories. No attempt was made to force a stock on a dealer who was afraid of it, but where possible, he was induced to take orders from the catalogue, and have his supplies mailed to him as required. It invariably happens that the dealer in this way got on his feet, and it was not long before he was buying a stock of accessories just like any other hardwareman. Many dealers in the West are purchasing show-cases especially for this stock, and are buying cards bearing the words Automobile Accessories to attract attention to it.

Lost Opportunities

The writer has noticed during the past few weeks that where hardwaremen at certain Western points have not been alive to the possibilities of handling automobile accessories, that they have allowed the business to pass into the hands of men who are not so conservative, and who are perhaps less capable of handling the line than they themselves would have been. The dealer's great drawback is that he does not understand machinery, and for that reason is afraid to tackle automobile accessories. In such cases it has been found advantageous for dealers to take on the agency for some make of car, purchase one for himself at the wholesale price, and use this to drive out into the country, calling upon his customers and making collections. In this way the dealer becomes thoroughly acquainted with the car and is then in an excellent position to know what stock to handle.

Tires in the City

Where dealers in the West have not definitely gone into the automobile accessory business, there are many who are slowly invading this territory, almost unconsciously, handling wrenches, spark plugs, dry cells and battery connectors, etc. If there is a demand for these from automobile owners, there should also be a good demand for tires and other accessories. It has been found in the larger cities that while dealers are not so quick to handle accessories as in the country, they have experienced a bigger demand for tires, at least many of the city dealers are handling them.

While the number of firms handling accessories in the city of Winnipeg is small, it is worthy of note that one of the largest departmental stores in that city—Robinson & Co., Ltd., Main & Portage, are just introducing this line.

Retailer Meets Mail Order Competition

Retail Merchant at Hardware Convention Describes the Selling Policies of Mail Order Houses—Some Mail Order Paint Estimates —How Retailer Can Compete.

AT the last convention of the Ontario Retail Hardware and Stove Dealers Association held in Toronto in February, 1915, a lengthy discussion took place on how to meet mail order competition. No doubt the matter will again be taken up at the convention to be held in Toronto next month, as it is generally known that the mail order houses have been particularly aggressive during the year 1915.

The subject, "Meeting Catalogue House Competition." is a live one whenever a body of retail hardwaremen get together in either Canada or the United States, particularly in the latter country.

Mail order houses in the United States, as would naturally be expected, are much more numerous than they are in Canada, but of late a number of new mail order concerns have started business in the Dominion, mostly in Western Canada.

The retail hardware associations of the United States have been fighting "catalogue house competition" for many years, just as Canadian associations are now, and will have to, for many years to come.

At the recent conventions of the Retail Merchants' Association of South Dakota, an address was delivered by a retailer who has made a close study of "mail order competition," and has been fighting this competition for a number of years. This merchant dealt at considerable length with the business methods of the mail order houses. He contends that every retailer could make a dent in the business of the catalogue house if he would. The speaker pointed out that the fight against the mail order houses is not the fight of one man, or a group of men, but the fight of every man who is engaged in the retail business.

The speaker gave some interesting sidelights, on the sales plans of the mail order houses, which should interest every retailer. A portion of the address is here appended:

Mail Order House Idea of Service

"If you want to know the value which the mail order house places on service, read their catalogue. They quote nails, for instance, at two dollars per hundred pounds, and five pounds for fifteen cents, the difference in the price for service. Screw eyes are twelve cents per gross, but if you want less than a gross, the price is doubled for the extra cost of the service. Take a certain size of screws that are sixty cents per gross, and in smaller quantities eight cents per dozen."

Now don't draw the wrong conclusion from this recitation of the mail order house prices for service. I am not suggesting that you add fifty per cent. to cover service. But the mail order house emphasizes price, and puts the soft pedal on service. If you are rendering a superior service to that rendered by the mail order house, you are justified in emphasizing that fact to your customers.

I want to take up the point of getting and studying the catalogues. If you are called to combat their arguments, you must know what arguments they are using, and if you make it a point to get their catalogues, you will find they are talking about you and your prices. Follow it up by asking their prices. If you are paying twenty cents for an article that the catalogue house is selling at eighteen cents, find out from somebody what is the matter. Your customers don't hesitate to keep you on needles and pins when your price is above that of the catalogue houses. Why should you be so considerate of the jobber and the manufacturer?

What Constitutes the Price?

There are many little things that go to make up price that the customer does not at once grasp. It may be a twelve ounce package and the price may be made in Chicago, Sioux Falls, or Southern Louisiana, and there will be delays in receiving goods. I have had customers tell me that they have waited six weeks for their goods. Then the goods may be shipped "knocked down" and require considerable time to put them together. You should study these points and let your customers know and understand them. You will find, too, by a close study of the catalogues that there are many inconsistencies in them. You will find a shoe quoted at three dollars, with a usual retail value of four dollars. You will find them quoting an article at $2.50, and stating that the "Usual retail value of $4.50," and claiming a saving of two dollars. Just how this is to be effected you will find by figuring it out for yourself, and should explain that to your customers. By buying mail order house goods you will get a line on some things that are not down in the catalogue. You will be able to go before your customers with a definite statement, and not have to draw on your imagination. The best way to compete with mail order house merchandise is to know all about the merchandise.

Some Inconsistencies

On the twelfth of February a year ago, it was my privilege to address the Merchants' Short Course at the University of Minnesota. I secured from one of the catalogue houses a house dress which they advertised was of a "usual retail value of $1.60. Our price eighty cents." Through the Dry Goods Reporter of Chicago, I had been able to match the dresses at seven dollars a dozen. I had also secured a petticoat, which I tried to match. I found that most of the department stores had never heard of the kind of material. They advertised it as a usual two-dollar value. Our price one dollar. I had considerable difficulty in matching this up at all at any price, as the style was quite old, in fact about two years old. I found that when it had been in style it had sold at $8.50 a dozen. These garments, and the house dress, together with the statement in the catalogue, were sent to the post

HARDWARE AND METAL IN A NEW ROLE

The following letter is from W. J. Carter of Carter Bros., hardware merchants, Picton, Ont. Mr. Carter is first vice-president Ontario Retail Hardware and Stove Dealers' Association.

Geo. D. Davis,
Editor Hardware and Metal,
Toronto, Ont.

Dear Sir,—Just a few lines of appreciation for the more than valuable assistance Hardware and Metal proved to us after our recent fire. We took stock last August, but became so busy immediately after taking same, that we did not have time to do any pricing or adding. Consequently, when the fire struck us about a week before Christmas, it meant three days pricing and preparing our stock books for the insurance inspectors and adjusters, and during that time Hardware and Metal was our only reference, as our catalogues and price lists had been destroyed by water. Truly, Hardware and Metal was worth several years subscription to us in this case alone. With kindest regards,

Yours very truly,
W. J. CARTER.

office department, with a request for a fraud order. Since that time in all the literature I have seen sent out by that house, and I think I have seen it all, I have seen but one small article with "The usual retail price, and our price."

Truth in Advertising Needed

Some weeks ago I had occasion to outline some remarks in connection with a speech I made in New York City, and I took this position that if the mail order houses were compelled to give the values that they claim to be giving, within six months' time every mail order house in the land would be bankrupt, and that if they were equal to what they claim, every retail dealer and jobber in the country would be forced out of business. In other words, my position is simply this, that the catalogue houses ought to be compelled to either advertise what they give, or else to give what they advertise.

I am not seeking to work along spectacular lines. It is a plain business proposition. I am acting no differently with my catalogue friends than I would with my competitor in the same town if he were misrepresenting.

"Where Have Our Profits Gone?"

Now at our retailers' convention in Minnesota, there was a talk upon the subject, "Where Have Our Profits Gone?" I don't know whether you have heard that talk, but I am going to tell you where your profits have gone. They have gone to the retail mail order houses in Chicago. Ten millions of dollars of net profits left your community and mine in the last twelve months, and went to the mail order houses in Chicago. That profit would have been well worth having. What are you doing to get that business? Almost nothing. What are the mail order houses doing? They are advertising.

Show Your Customers the Facts

It is my plan to run through the catalogues and present my side of the story, and I think it is up to the dealer to show his customers the full truth in regard to these matters. It has been my method to advertise a matter like this, and to call attention to the misrepresentations of the catalogue houses. A catalogue house recently made four claims as to a grindstone. They stated "Our price $2.90. Usual car lot price $3.25. Usual retail price $4.50. Our saving $1.60." Of these four claims three were wrong, and the only one of them that was true was that the catalogue house price was $2.90, and the fact that that price was in Chicago was not particularly emphasized by them.

Some Mail Order Paint Estimates

I have found that it pays to show up these facts, not for the direct results, but for the indirect effects. There is probably not a dealer in this house who has been handling paints, who has not been affected by the catalogue house prices. It is published in their catalogue that their house paint has a covering capacity of 250 square feet, and that is figured for a house with a more than plentiful supply of windows and doors. One is a figure on a 26 x 23, 22 feet high. This figures 2,600 square feet. There are 16 windows and 8 doors. Twenty-four windows and doors all told. After taking these out it leaves about 2,100 square feet of painting surface. They figure it will require eleven gallons of paint. As a matter of fact this figures less than 200 square feet of actual painting surface to the gallon. Their price is $22 in Chicago for the job.

To Compete—Raise Your Price

I have it on the word of the catalogue houses themselves that they don't know how to make paint, that is, good paint. They state that they are making their paints as good as they know how. The best they know how is a heavy percentage of barytes, water, and other inferior ingredients. They say it requires fifteen gallons of paint to cover eighteen hundred square feet of surface three coats. That is about one hundred square feet to the gallon, and they warn their customers against paying $2 or $2.50 a gallon, when they can buy it of them at $1.12. And yet at their figures on a house they are really getting $2 for their paints. The only way I can meet their price is by raising my price 25 cents a gallon, and if you will quit selling paints by the gallon, and sell them at the cost of painting and good service, there is nothing about this catalogue proposition that should bother you.

Our Export Trade With the Allies

Leading Industries of the Dominion Working Along Practical Lines to Cement Market Relations of Empire and Take Advantage of Strategic Position to Secure European Business After the War.

BY J. W. TYSON.

IN winning the war, we should not forget why we are winning it. We are fighting not only for our national existence, but for our industrial future.

Canada as an integral part of the British Empire is devoting full energy to the solution of the great European problem, but in marshalling her forces for the field she owes it to herself to marshall her industrial energies to take their part in working out her economic success. Canada to-day is an ally of the Allies on the battlefield; the dawn of a brighter to-morrow may find her in a favored position as an ally in the peaceful marts of trade if advantage is taken of the strategic relationship which she to-day holds—brothers in arms should be brothers in trade, at least so long as other considerations are reasonably equal. It is with the idea of taking advantage of this battlefield relationship, to pave the way to future business connections and of cementing the trade policy of the members of the Empire family, that the Export Association of Canada was formed. Already it is doing a work which is bringing actual, substantial results, and is paving the way to the development of the broad trade potentialities of the future.

Before going further, it might be advisable to define the project. The Export Association of Canada is a private corporation. It is composed of about a hundred of the leading manufacturing concerns of the Dominion—particularly to those looking to the development of an export trade. It is directly connected with neither the Manufacturers' Association nor the Department of Trade and Commerce, and yet works in step with both—or perhaps it would be better to say a stride ahead. Where the Manufacturers' Association and the Trade Commissioners work to solve trade problems and to create new markets, the Export Association not only does this, but also closes the actual business-taking orders, arranging methods and rates of shipment and, in some cases, doing the financing as well.

The organization so far effected covers practically every part of the British Empire. In addition to the joint managers —R. J. Younge, in Montreal, and F. C. Armstrong, in London—there are repre-

sentatives in Australia and New Zealand, while an important connection with about fifty other colonies and protectorates has been established through Crown agents representing them, with headquarters in London; the Export Association has been appointed the official purchasing agent in Canada of the Crown agents. In working out his organization in England, Mr. Armstrong has had the close co-operation of Sir George Perley, the High Commissioner, and the machinery of his office, the agents-general of the provinces, the London officials of all the Canadian Transcontinental Railways, the Commissioners of the Department of Trade and Commerce, and the British representatives of the big Canadian industrial interests who have organized a club along the lines of the Canadian clubs—all are working together to the end of putting Canada on the industrial as well as the geographical landscape of Europe.

The Plan of Campaign

While the plan of the association, of course, includes the soliciting of business which might be placed in the "war" class, the organization is devoting its chief activities to laying the foundation for the demands which may arise after the close of the conflict. At the same time, close attention is being paid to anything in the way of developing trade sentiment within the Empire. Plans with regard to European countries are as yet of a tentative nature, but the preliminaries are being arranged for an aggressive campaign when the first rays of the dawn of peace are definitely seen. To France, in Belgium, and in Russia will the chief energies of the organization be confined, and in the latter country particularly important results are anticipated.

Many Orders Already

Business which has already been received through the association's activities is very encouraging. It includes a large number of orders from Australia and New Zealand, which in themselves, however, are not so important as in their significance. Every such order with the shipment of goods to a foreign market has an almost invaluable worth from a missionary standpoint. With the importers it is usually an experiment in going into a new market, and much depends upon the measure of satisfaction when the goods are delivered. Much depends, too, upon the manner in which the goods are put up, the size of packages and their strength, not to mention the little individualities of the foreign retailer and consumer, and it is in this connection that the Export Association is able to give great assistance to Canadian exporters.

Canada and United States

The moving spirits of the association are well aware of the fact that if Canada is to take an important place in this European trade that she will not only have to acquaint herself with new conditions and supply new needs, but she will have to cope with strong competition. Undoubtedly the strongest actual competitor will be the United States. Germany and Austria will unquestionably be kept out of the Allied markets for some time after the war, and it is the opinion of trade authorities the demands during the reconstructive period will be such that North America will be taxed as at no previous period of her history. It is the competition of the United States to which particular attention must be given, and it is in this direction that active steps are being taken. The association proposes that Canada not only strengthen her relationships within the Empire, but should also be first in Europe, so as to take advantage for Canadian goods of that sentiment which will naturally be felt for this country as a war ally. Sentiment may not entirely overcome important advantages as to qualities or prices, but it is felt that there should be a certain preference for our goods if other things are equal or nearly so.

Membership and Service

There are, of course, limits to what the association hopes to accomplish. Canada has been an important country so far as manufactured goods are concerned, and to turn round and supply those markets from which we have been drawing many of our supplies is not an easy task. However, Canadian manufacturers generally are studying the situation very closely, and it is those who believe that they have possibilities as exporters that are playing the leading part in the campaign. The association is open to any and all, but there will be many with comparatively small scope for foreign trade.

At the same time, the breadth of the plans covers not only members, but any others for whose goods there may be a demand. Each member submits prices and details of goods manufactured, and where orders are received they naturally have the preference. But if the order or the inquiry calls for anything which can be turned out in this country the business is placed either within or without the association. The basis of the campaign is to secure business for Canada, and the duty of the organization is as a sort of clearing house where adjustments as to prices, terms, shipping facilities, etc., can be arranged.

The Psychological Moment

Undoubtedly the Export Association has chosen a psychological moment in the industrial history of Canada for its aggressive activities. For years we have been heavy importers while developing our country. In building up a national machine, we have been paying more attention to extension than production. Statements of exports and imports prove this. Now Canada has reached the place where, with rising rates of interest and difficulty in securing capital, it behoves her to speed up her plant and produce—and produce not only for herself, but for the Empire and the world. Already through our increased agricultural production and the manufacture of war supplies we have been able to change from a debtor nation to a creditor nation, and when the war is over much will depend upon the position our industries can maintain in replacing these war supplies with a similar amount of peace wares. The best way to supply a foreign market is to study that market's needs and endeavor to meet them.

The membership of the Export Association is about one hundred, and includes such firms as the following, which have also located representatives of their own in London:

Dominion Iron and Steel Company.
Canadian Car and Foundry Company.
Canadian Locomotive Company.
Dominion Bridge Company.
National Steel Car Company.
Nova Scotia Steel Company.
Canadian General Electric Company.
Northern Electric Company.
Dominion Textile Company.
Hudson's Bay Knitting Company.
Ames Holden & Macready (boots and shoes).
Laurentide Company (pulp and paper).
Canadian Consolidated Rubber Company.
Gutta Percha and Rubber Company.
Dunlop Tire Company.
Goodyear Rubber Company.
Allied Saddlery Association of Canada.

All Canadian manufacturers interested in the aims of the Export Association of Canada and in developing export business can secure all particulars by communicating with R. J. Younge, the Canadian manager, at the organization's headquarters, Eastern Townships Bank Building, Montreal. Those behind the movement believe that its scope could be largely increased to the industrial benefit of the Dominion.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 15, 1916 No. 3

STOCK-TAKING will show up many lines of slow sellers. Make an effort to dispose of them. Dead dollars never pay dividends.

* * *

IN VIEW of the fact that a great many price changes are taking place weekly, and many more are anticipated, retailers should keep closely in touch with market conditions and endeavor to protect themselves by ordering or booking at the most favorable opportunity.

* * *

NOW THAT WE have turned another corner in the cycle of the years, let everyone resolve to do business in 1916 on strictly business principles. There is no more important thing than knowing the exact cost of operating the business.

* * *

ONE OF THE immediate results of the present war has been to encourage the smelting and refining of ores in Canada. While certain metallic minerals have, in the past, received preliminary treatment in Canada, the ordinary metals of commerce, excepting lead, have been exported for refining. Recent reports announce the establishment in Canada of plants for refining both zinc and copper.

* * *

WITH THE OPENING of parliament and the prospect of an early reply to the speculation which has been rife in manufacturing, wholesale and retail circles as to the prospects for an increase in the tariff, the opinion seems to have gained ground that a general readjustment of the duties will be deferred. There can be no doubt but that the country needs additional revenue and that it will be obtained by some special measures; there are also grave possibilities that it will be effected at least partially through an addition to the war tax.

But recently there have been definite steps taken towards something in the nature of a tariff policy which will embrace not only the different portions of the Empire, but will bind their interests with those of the other Allies' countries to offset the general effects of the great conflict and at the same time to place at a disadvantage the industrial plants of the Central Powers in the markets of the Entente nations. There is reason to believe, therefore, that tariff action will be deferred in Canada until an Allied policy is decided upon.

STOVES COST MORE

ELSEWHERE in this issue appears an announcement regarding an advance in the price of heating stoves. The advance of 5% in the cost of stoves to the retail trade has been made by the manufacturers as a result it is said, of the increased cost of materials used in stove-making, and also in the increased cost of labor.

In comparing the figures of costs that now face stove manufacturers, in comparison with costs of a year ago, there is an approximate advance of nearly 15% in the cost of production.

Pig iron used extensively in stove-making has advanced over $6 per ton. Copper, used in making some parts of stoves, has advanced from 10c to 11c per pound, and the market at present is very firm. Stove bolts, used in huge numbers in stove-making, have advanced about 10%. Sheet steel has advanced to a very considerable extent. Nickel trimmings have advanced about 20%. All foundry supplies, including coke, etc., have also advanced in cost. Owing to a scarcity of labor caused by men enlisting for active service, there has been an advance in the cost of labor. Some firms claim that labor is now costing them from 10 to 15% more than it did prior to the war.

Many manufacturers had the foresight to protect themselves and consequently secured a goodly portion of their year's requirements before the full effects of the advanced costs worked out. Manufacturers claim that the advance of 5% which has taken effect will not cover the advance that will be necessary during the year and that a further advance will be found necessary before the close of 1916.

FACING ACUTE SHORTAGE

AMONG the many lines affected by the war, probably the most important from the hardwareman's point of view is steel. Following the outbreak of the war, many buyers of steel products in awaiting developments, allowed their stocks to become exhausted. And, while stocks were becoming exhausted, a tremendous demand was developed by the Allies for steel for war purposes. The result of this demand has increased the activity of Canadian and American steel companies, and although they have been working to full capacity, and have brought into operation all available producing equipment, they have been steadily falling behind in deliveries, until an acute shortage has developed. The American mills have been extending their plants as rapidly as possible, and although they are producing approximately thirty-nine million tons of pig iron annually nearly double the tonnage of a year ago, and away in excess of the greatest production in former years, they have found it impossible to cope with the demand for war materials combined with the increased demands of the home market for domestic requirements, railroad building, etc. These unusual conditions in the United States have affected the Canadian steel concerns with the result that the latter have had to refuse more business than they can produce. It is well known that some of the Canadian firms have refused attractive offers from abroad, preferring to retain sufficient supplies for their domestic customers, despite the fact, that prices on many lines for shipment abroad are much more attractive than is being quoted for domestic business.

It is important that all buyers, anticipate their wants as early as possible in order to obtain deliveries in time for requirements.

SUPPLIES FROM ENGLAND

COMPLAINTS are frequently heard regarding the great difficulty, and in many cases the impossibility of getting supplies of various hardware lines from England.

Some importers realize that English manufacturers are facing tremendous obstacles, and are trying to make the best of it. Others are impatient and are evidently unaware that industrially, conditions in England at present are much more upset than they are in Canada. The lot of the English manufacturer of metal goods or hardware is not any easy one at the present time, and he deserves considerable sympathy.

An English hardware trade journal, *The Ironmonger,* in referring to the fact that many ironmongers (in England) appear to entertain a suspicion that English manufacturers are using the industrial dislocation caused by the war as an excuse for extortion and for relieving themselves, at the expense of their customers, of trading obligations that have become irksome, states in part, as follows:

"Our knowledge of the conditions in the manufacturing industries convinces us that the manufacturers as a body are straining every nerve to satisfy their customers. Given no higher motive, self-interest would be a sufficient inducement to do so, for they cannot be insensible of the truth that when peace returns and war orders come to an end they will have to look again for support to their old customers, and when that time comes the few black sheep that are now making the most of their opportunities regardless of the rules of fairness and justice will suffer for their present sins. That some amount of avoidable trouble has arisen from unsystematic and slipshod methods in manufacturers' warehouses and counting-houses cannot be denied. We have, in fact, received a good deal of evidence of such shortcomings. Manufacturers have often neglected their duty of warning customers against difficulties of which they themselves had special or early knowledge, whereby trouble in the retailer's shop and unpleasant remarks from the shopkeeper's customers might have been avoided. On the other hand, no ironmonger has any excuse for being ignorant of the state of the metal market and of the congestion at the works, as all these matters are recorded from week to week in his trade journal."

BROOM PRICES ADVANCING

A MONTH ago HARDWARE AND METAL called attention to the firm situation in the broom corn market and pointed out that broom prices were strong and would likely advance. Altogether this advance has been in the neighborhood of from 50 to 75 cents per dozen. The chief cause of this situation was the wet weather in the broom corn states which interfered greatly with the harvesting and produced a lot of inferior corn. This meant less good stock.

A Canadian manufacturer points out that choice broom corn at the present time is scarcely obtainable at any price and anything that looks like corn will bring $100 per ton. Choice corn if obtainable would bring readily $200 per ton. Besides there being a short crop and a very large percentage of red and black corn, there is an unusual scarcity of "hurl" or long corn used for the outside covering of the broom. This tends to make broom manufacturing a difficult problem for those who did not lay in a supply of "hurl" corn early in the season. Apart from this and chiefly as an effect of the European war the prices of lumber, aniline dyes, brimstone, wire, twine and other materials used in broom manufacturing have all advanced. It would appear that still higher prices will be quoted in the near future.

Took Advantage of an Opportunity

How a Struggling Hardwareman Secured a Good Start Through the Advent of the Automobile—Sold Nine Cars the First Season—Farmers Now Buy Accessories

ABOUT three years ago there were two merchants in a certain Western town, the population of which does not exceed six hundred. They were both hardware merchants, but of a very different calibre. The population being small, there appeared to be only room for one officially recognized hardware store. It happened, then, that the second dealer, who was late in arriving, was compelled to wander along devious paths to make both ends meet. While he handled a fair stock of kitchen hardware (with which he did a fair trade among the surrounding farmers), not being the officially recognized hardware dealer, he was compelled to branch into the co-related trades of plumber and tinsmith.

Now it so happened that hardware dealer No. 1 was an English-speaking man, and was doing a very good business, most of the farmers in that district speaking the mother tongue. His competitor on the other hand, bore a name that was foreign, but despite this handicap, he was wide-awake. He was broad-minded and ambitious, and not slow to take advantage of new conditions. His fellow merchant on the other hand, was conservative, and shy of anything that smacked of novelty. As an example, he had in his employ an enterprising clerk. One day this young man observed that the carriage bolts were carried in one big box, so that it was necessary for farmers to pick and choose, when they required one of a certain size. During his spare moments one day, he went to the trouble of sorting these carriage bolts, and arranging them in small boxes, which he labelled accordingly. His employer, on finding what had been done, declared this was all nonsense, that he could not afford space for such a large number of small boxes, and promptly emptied the bolts back into a heap.

This little story is told in passing, for it illustrates the type of man he was, and explains why he did not grasp a splendid opportunity which passed right by his door some time later. It happened that an agent for Ford automobiles passed that way one day, and before he left, succeeded in landing one or two orders from local farmers. The seed had been sown, and it was not long ere farmers were driving into town in their automobiles.

Now, while many stories have been told of late to illustrate the stability of the Ford car, there are cases on record where they have gone out of kilter. And so it happened one day in this small western town and it was up to some one to devise a remedy.

The conservative hardware dealer was peeved. While he could supply the farmer with anything in the hardware line, he was not running a machine shop; and he told him so. Thereupon, the car was pushed over to the premises of the plumber-steamfitter-tinsmith who, while admitting that he was not a mechanic, opined that if he could tackle a water closet, he had at least a fighting chance with an automobile. He did his best, and eventually the delighted farmer was able to drive away instead of submitting to the tortures of the local hotel.

The fame of the plumber soon spread abroad throughout the district. Whenever there was trouble with a car, it was brought to him. Thus he developed another string to his business, which gradually grew, until he became the officially recognized automobile headquarters for that locality. In time, he succeeded in securing a car agency for himself, bought one at reasonable terms, and began to make calls on his customers in the country. In this way he secured orders for nine cars, the profit on which was sufficient to pay for his own.

Moreover, each car that he sold brought him more business, for in the meantime he had had taken on a stock of the best selling auto accessories and tires. Every year sees a dozen or more cars in that district, and the farmers are regular purchasers of supplies for their autos.

RECORD HIGH PRICES ON FUTURE BUSINESS

Some idea of the conditions of the steel trade may be formed from details supplied by The Iron Age, which states that no year has held out such promise at its beginning as the American steel trade finds in looking forward into 1916. Never has so large a volume of firm orders, as distinguished from cancellable contracts, been on the books of the steel mills, and never since the Steel Corporation was formed have prices on future delivery business been at so high a level.

Generally new orders in December were less than in November and the Steel Corporation's statement of next week is likely to show something less than the prodigious increase of November.

The annual canvass of new steel capacity under construction shows far greater additions under way for 1916 than any estimates the trade has entertained. Independent steel companies are building or have plans for 73 new open-hearth furnaces with an annual capacity of 2,715,000 tons of ingots, while the Steel Corporation has made appropriations for 18 new furnaces (including four large ones for duplexing), representing 1,550,000 tons a year.

Here is the amazing total of 4,265,000 tons of capacity coming forward—an amount fairly raising the question whether war prosperity may not lead to the overdoing of new construction.

To-day only 10 blast furnaces are under construction, representing 1,750,000 tons a year, and little of this capacity will be ready in 1916. This unbalanced situation, with its effect on pig-iron and scrap prices, as steel companies come into the market to feed their large melting capacity, is a factor of which more will be heard.

Pig-iron output in December made a further gain, in spite of expected holiday slackening, the output being 3,203,322 tons, or 103,333 tons a day, as compared with 3,037,308 tons in November, or 101,244 tons a day. Production on Jan. 1 was at 105,400 tons a day for 295 furnaces as against 103,033 tons a day for 287 furnaces at the beginning of December.

The country is now making pig iron at the rate of 38,800,000 tons a year, including charcoal iron. At the opening of 1915, with 147 furnaces in blast, or half the number now running, the active capacity represented only about 18,000,000 tons. One of the results of the year is thus an increased output per unit in operation.

Bessemer pig iron has advanced at Pittsburgh, the entire available supply apparently being in the hands of two producers. A sale of 3500 tons for first quarter delivery was made at $21, Valley furnace, representing an advance of $1.50 a ton. A French buyer has offered $22 at furnace for 5000 tons or more of Bessemer iron for prompt shipment.

Southern foundry iron has sold at $15 to $15.50 for the first half and the tendency is upward. There are indications in other markets also of further advances in foundry iron.

Advances of the first week of the year include $2 a ton on merchant pipe and line pipe.

Plates are still the feature of the market in their spectacular rise, 2.25c. to 2.50c., Pittsburgh, being prompt prices.

Eastern mills have advanced bar iron to a 2c., Pittsburgh, basis, a total of $6 in a month.

Our estimate of the pig-iron production of last year is 29,950,000 gross tons, which puts the record of 1915, with all the handicap of six poor months at the beginning, second only to the 30,966,000 tons of 1913.

Sheet Metal Workers' Course

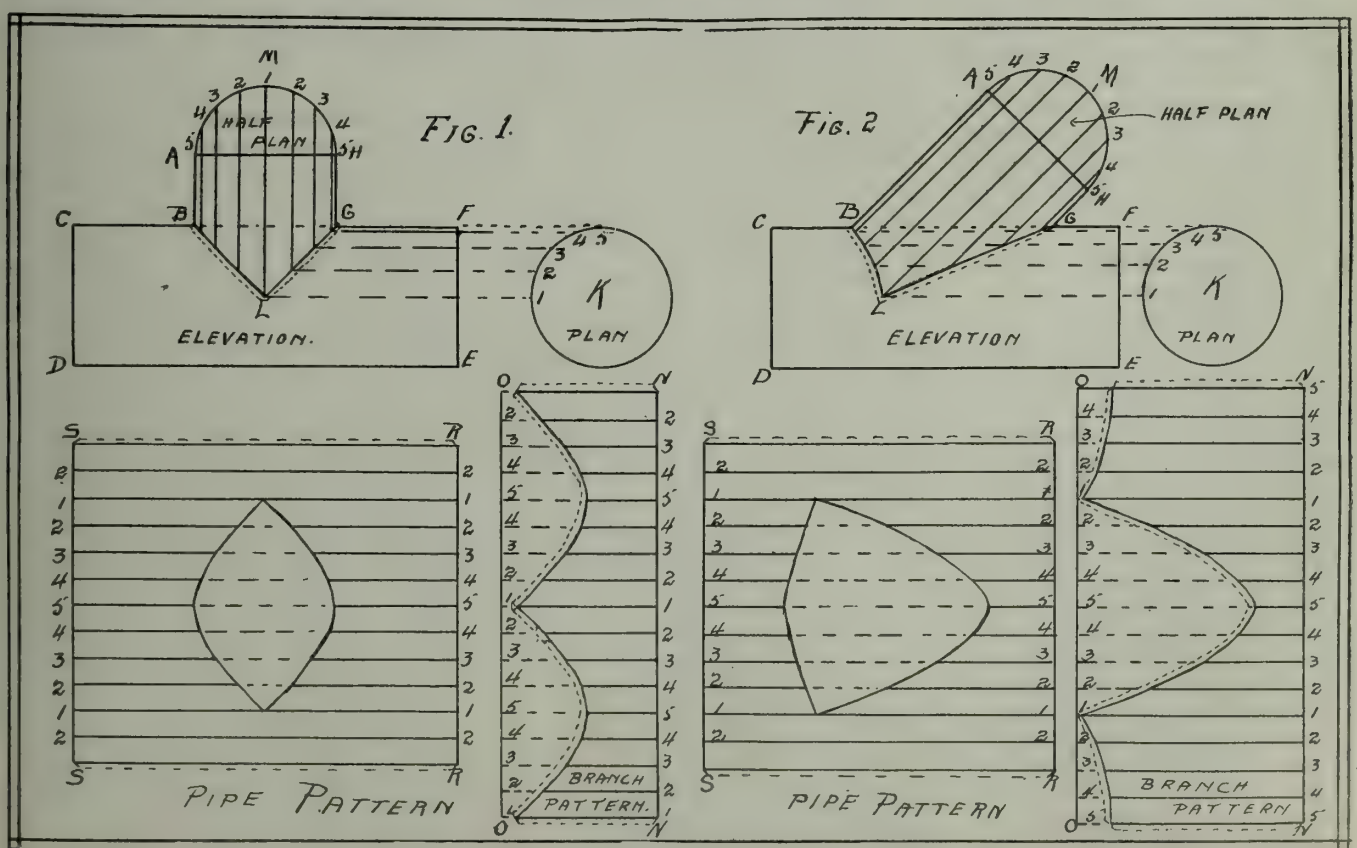
By Chas. Sievers

IN the two problems shown here, we have in Fig. 1 a tee pipe, or equal tion between two pipes of equal diameter, and in Fig. 2 a junction between two pipes of equal diameter, but not at right angles to each other.

To develop patterns for Fig. 1 draw a side view as shown by A-B-C-D-E-F-G-H. On the line A-H draw a half section of the branch shown by the semicircle A-M-H. Divide this half circle into a number of equal parts, as shown by the figures 1-2-3-4-5, etc. At right angles to A-H draw lines from these points, extending them beyond B and G. On end, as at E-F, draw another half section or section of pipe, as shown by circle K. Divide portion of circle K into same number of equal parts, as section on line A-H. At right angles to E-F draw lines from these points, extending them until they intersect lines drawn from corresponding numbers on the section at A-H. Connect the points obtained, obtaining the line B-L-G, which is the line of intersection between the two pipes. To lay off the pattern of branch or part outlined by A-B-L-G-H, draw two parallel lines, as N-N and O-O. At one end draw a line at right angles to N-N, joining it to O-O, as N-O. From these lines, N-N and O-O, set off the spaces shown, 12-3-4-5, etc., on half section A-M-H, repeating these measurements so as to make the circumference complete. Draw lines connecting 2-2-3-3-4-4, etc. With the compasses or dividers measure distance from A-H on line numbered 1 to point L, and mark off this distance on lines numbered 1 on stretch-out, using, say, N-N as the line to measure from; measure from A-H on line 2 to its intersection with line L-G or L-B. In this case both are the same, and set off on spaces marked 2; measure from A-H on the remaining lines 3-4 and 5, and set off in the same way or corresponding lines on stretch-out. A line drawn through points on stretch-out thus obtained will give outline of pattern for the part of tee outlined by A-B L-G-H.

To obtain the outline or shape of the opening required in main part to receive branch, draw two parallel lines, as R-R and S-S, and draw a line at right tngles, joining them as R-S. From this line set off at least half of the circumference of pipe, as shown by the figures 1-2-3-4-5, etc. Working from the line F-E, measure the distance from the line F-E on each of the lines drawn from the section K on the end to their intersection with corresponding points on lines B-L-G, setting off distances obtained on lines 5-4-3-2 and 1 on the lines numbered 5-4-3-2-1 on stretch out. A line drawn through

(Continued on page 48.)



WHAT OTHER PAPERS SAY

WAR TARIFFS

From Toronto Globe

Canadians are willing to shoulder all legitimate war expenditure entailed through participation in the European campaign. Having given of her best to serve in the trenches, Canada will not grumble over the necessary cost of maintaining her armies at the front and of providing for other charges involved. But there is a real danger that the war may still further be made the pretext for enriching privileged interests at the expense of the country at large.

The tariff changes introduced in the Budget of 1915 reached in some cases, a point where they served mainly to increase the protection to home producers, and thus defeated their ostensible object: the raising of revenue for extraordinary purposes. The decline in imports may be accounted for on various grounds, but the fact remains that the protective tariffs on many lines of imported goods are prohibitive. This increased protection for the home market has not lessened the cost of living, and the big drop in imported goods shows that revenue has not benefited by the Finance Minister's proposals for meeting the extraordinary expenditures created by the war. Nor have British exporters received the consideration to which they are entitled, having regard to the financial backing that Canada obtained from Britain in the early and crucial stages of the war, and the large war orders that have helped so materially to reduce Canada's trade balance. A drop of $32,700,000 in merchandise imported from the United Kingdom compares very unfavorably with the increase in exports from Canada to the Mother Country, amounting to $73,000,000.

If the Finance Minister is wise he will not further increase tariffs that are now purely protective and no longer serve revenue purposes. This is not a time for enriching any class in the community, either directly through war orders that accumulate excessive profits for those on the Government patronage list, or indirectly and clandestinely through protective tariffs. Instead of tariff increases that lay grievous burdens on the backs of people least able to bear them, the Government can do much to strengthen the finances of the country by stern repression of waste and extravagance in the public departments, by a tax on excessive war profits, and by strict economy and retrenchment wherever possible

* * *

WHAT HAS HAPPENED TO OUR DOLLAR?

From Financial Post.

The average individual is perplexed because the Canadian dollar does not buy as much as it did years ago, nor does it buy now as much as it did one year ago. In 1899 the goods then purchasable by one dollar to-day will cost you $1.49. A year ago they cost $1.35. A record of prices kept officially enables The Financial Post to determine with accuracy the purchasing power of the dollar.

In July, 1914, the purchasing power had been reduced by 25.7 per cent., and in October, 1915, by 32.73 per cent., as compared with prices in 1899, so that at the dates named the equivalent value of one dollar in goods was 74 cents and 67 cents respectively.

For the same reason that the baker now gives less daily bread for a dollar, the investor wants more for lending a dollar. This is shown by the fact that the Dominion and Provincial Governments and other borrowers have had to pay more for loans in the last few years than they had around 1900.

On the basis of the present purchasing power of the Canadian dollar, an investor who bought a 30-year bond in 1899, making a similar purchase to-day, would expect something like the following increase in the rate of interest:

4% in 1899 should expect 5.95% now.
5% in 1899 should expect 7.44% now.
6% in 1899 should expect 8.93% now.

The following table illustrates some fluctuations in the investment value of the Canadian dollar between 1905, 1910, 1914, and October, 1915, on the basis of the average wholesale price of commodities, as ascertained by the Department of Labor:

4% in 1905 equivalent to 5.20% now.
5% in 1905 equivalent to 6.50% now.
6% in 1905 equivalent to 7.80% now.

4% in 1910 equivalent to 5.20% now.
5% in 1910 equivalent to 6.50% now.
6% in 1910 equivalent to 7.80% now.

4% in 1914 equivalent to 4.42% now.
5% in 1914 equivalent to 5.53% now.
6% in 1914 equivalent to 6.63% now.

This is another illustration that gold is not wealth in itself, but simply a commodity like wheat or coal, and derives its value chiefly because it is a good means of exchange of other commodities, fairly easy to handle and hard to get, except by some such exchange. Capital is symbolized by gold and demands its wages equally with labor—an increase in times of stress, a decrease when times are slack.

* * *

NO CONSCRIPTION IN CANADA

From the American Metal Market

Editor, American Metal Market,

Sir:—In your issue of December 29th last, page 4, the first item under the heading "Items of Interest," is as follows:

> "The tide of American immigration to Canada has turned, and American farmers who went there are returning to escape conscription. They became naturalized Canadians to obtain State lands, and now fear official action as well as public sentiment."

You are entirely misinformed on this matter, as there is not a word of truth in this statement. There is no such thing as conscription in Canada, nor any probability of it. Every man who has joined the Canadian army has been a willing volunteer and a British subject.

Many hundreds of Americans have been rejected on account of not being British subjects, and it was never necessary for them to become naturalized to own land in Canada, as anybody (with the sole exception, since the commencement of the war, of alien enemies) can own land here.

And it is not true that Americans are leaving the country, any more than the few that were always coming and going for the last 20 years.

A statement like this is most unfair to Canada and I have no doubt you will correct it. This is one of the many malicious lies circulated by the enemy, and which the American Consuls themselves would show to be false, if they were asked.

Yours truly,
T. R. DEACON,
President and Gen'l Man.
The Manitoba Bridge & Iron Works, Ltd.

Winnipeg, Jan. 3, 1916

* * *

DUMPING

From Journal of Commerce (Montreal).

We read with surprise the following in a recent number of the Calgary News-Telegram:

"Dumping Hurts Western Canada."

"For the campaign of the British Columbia lumbermen to the end that 'Made-in-Canada' lumber may be given preference on the Prairies there will be considerable sympathy. For years the Prairies have been used as a dumping ground by American lumber manufacturers who are content to sell in the Western provinces at cost, and to make their profit on their own side of the line. If the Canadian lumbering industry is to be kept alive it must be protected against dumping. Ordinary competition can be met without trouble, but when invading concerns are ready to sell at cost, or even at a loss, in order to keep their mills running and to destroy a Canadian industry, there is no remedy except in a tariff barrier that will force them to sell in Canadian markets at prices that will be fair to Canadian manufacturers."

The propriety of legislation against "dumping" was at one time much debated. Eventually the public appeared to accept as sound policy that where foreign competition took such an illegitimate form as that which is described by our Calgary contemporary, defensive legislation would be justified. Accordingly Canada some years ago took the initiative in the adoption of such legislation, commonly called the "Dumping Law." Canada's law on this subject attracted much interest among political economists everywhere. Australia has followed Canada's example, though not on exactly the same lines. In the United States the Canadian law is often quoted as an example of how the evil of illegitimate competition may be dealt with. But the surprising thing is that our Calgary contemporary writes in advocacy of a dumping law, forgetting or ignoring the fact that Canada has had such a law for many years.

Dumping is a matter that requires careful handling by the Government. Not every allegation of dumping is found to be correct. If the price at which the goods are sold to the Canadian importer is the actual selling price in the country of production, there is no dumping, no matter how low that price may be. But such trade practices as are described by our Calgary contemporary are clearly dumping, and are contrary to the Canadian law. Why, then, is the law not enforced?

* * *

THE DEMAND FOR FILES

(From The Ironmonger, England)

The boom in high-speed steel, upon which we commented in our issue of December 11, has been followed by a similar movement in the file trade. Until the late autumn the demand for files was barely normal; in fact, if the makers had been fully staffed the trade would have been called quiet, for the file plays a comparatively minor part in the manufacture of shells and other munitions. Lately, however, the demand for files has been increasing by leaps and bounds, principally from overseas, and as it is impossible to increase the output very much in the present scarcity of labor and raw material, a great deal of the business that is being offered cannot be placed. The Sheffield file list was revised just in time to enable the manufacturers to take advantage of the many new orders which came in during November and the present month, and as practically no discounts have been lengthened since it took effect, whilst many have been reduced, consumers have to pay the highest prices in their experience. Most of the files now made are forged and cut by machinery, and the output can therefore be increased to some extent by the employment of more women, but the expansion is restricted by the inability to procure new machinery within a reasonable time. The demand brings with it a great increase in the consumption of Swedish bar iron for the best quality of files, and although there is no present shortage of this material, the future supply is very uncertain owing to difficulties of shipping and to the somewhat strained commercial relations between this country and Sweden.

THE JUNIOR CLERK'S PAGE

Some Principles of Salesmanship*

Practical Pointers on Salesmanship—Studying the Temperaments of Buyers —Responsibility Rests With Every Man—Go in to Win Battle in Mind of Buyer.

IN these modern days, salesmanship has justly been classed as a profession, and has been developed along scientific lines, until it ranks equally as high as law, medicine and kindred sciences, and requires equally as much study, thought and training as is required in obtaining success in any of the above.

In later years there have been developed scientific sales schools and clubs. Today most of the larger manufacturing and commercial concerns throughout the United States have their own sales schools to increase the efficiency of their sales force. Some of the big railroad companies are now educating their employees from the ground up—fitting them for positions of responsibility and larger remuneration.

Selling goods is essentially a process of the mind between buyer and seller. Psychology as one writer puts it, is "The Science of the Mind." Every sale combines the elements of mind over mind and unless there is a willingness of the buyer to purchase and the willingness of the seller to sell there can be no sale.

Let us consider first some of the qualifications necessary for the successful salesman to possess and, second, some of the various characteristics of the purchaser.

No salesman can expect consideration at the hands of his customer and command his respect unless he possesses SELF-RESPECT.

Every self-respecting man has a certain amount of dignity. This does not mean he should be independent or egotistical. A self-respecting salesman has the courage and determination and faith in himself so that he can look every man in the face, and be a true man in every sense of the word. The salesman should always bear in mind that he is not asking any special favors from his customers when he tries to sell him his goods but, on the other hand, should try to convince his prospect that he is there to render him service by selling him the product that in turn will prove profitable to all concerned.

Banish every sense of Fear, for the salesman that is conscious of any thought of littleness will never succeed. If your goods are right no apology is necessary when you try to sell them.

Cheerfulness, Politeness and Enthusiasm go hand in hand. "As a man thinketh, so is he." This is as true from a salesmanship standpoint as it is from a moral or spiritual standpoint. The man who can smile and does smile, the man who is cheerful even in the face of disappointment, is always in greater demand than the grouch or pessimist who is always looking on the dark side of things. Kickers and knockers have no place in the business world. Many a sale would otherwise be lost if it were not for the fact that the buyer was impressed by the pleasant, good-natured attitude of the salesman. Some authorities claim that these qualities are of as much importance as a knowledge of the goods, showing the interest in the welfare of your prospect, and working into his confidence and goodwill, will always bring its reward.

If your prospect is inclined to argue and show his resentment, agree with him for the time being, and if you are tactful enough, you will soon have him agreeing with you. A little study of human nature will convince you of this fact. A man's character is often expressed by the clothes he wears, the manner of his walk, the expression in his eyes. A judge of human nature will read a man's character in his face.

It is essential that the salesman be neat in his dress. This does not mean to be a fashion plate or to wear gaudy clothes, which attracts attention from the real man.

It is said of the president and sales-manager of one of the greatest concerns in the United States, that in a meeting of his sales force, numbering into the hundreds, he addressed a dozen or more of his men, and warned them that unless they had their clothes pressed and wore a subdued color of a necktie, that their resignations would be accepted.

Soap and water are cheap, and there is no excuse for a salesman to neglect their use. Keep your collar and shirt clean. Keep the body well bathed; a clean shave each day; hair brushed neatly and trimmed; teeth and nails should always be kept clean. Pay strict attention to your health. The salesman who is careless in all these matters will be careless of his business.

The use of cigarettes and liquor should be shunned. The smell of tobacco or liquor on the breath has lost many an order from a good customer and in some cases the buyer has quit dealing with the house altogether.

Experience has proven that it is not necessary to indulge in these habits or to entertain your customer in this manner in order to get his business.

Hope, Determination, Stick-to-it-iveness are just as important for the salesman to cultivate as any other qualifications. The man with the desire to be successful will reach his goal sooner than the man who never hopes to attain the first place in his profession. It is true some men have their wish-bones where their backbones ought to be, but the man with the definite aim and purpose in life, the man who is not a drifter, the man who aims at the bull's-eye, is bound to win the prize of the high calling of successful salesmanship. Think success and you will be successful. The salesman who possesses the bulldog spirit, the saleman who says "I will" and "I can" is the man who will not yield to opposition, no matter from what source it comes—never let go and when you are sure you are right—go ahead.

This spirit will develop confidence in yourself and nothing can stop you. Persistence in the right direction if not overdone will in most cases land the order that you are so eager and anxious to secure.

Characteristics of the Purchaser.

It has been said that the real battle in making a sale is in the mind of the buyer. As the temperaments of two people are hardly alike, so it becomes necessary for the successful salesman to study in no small degree the various temperaments of his prospects. Human nature is a peculiar thing, and the salesman who can judge the general disposition of the purchaser, his strong and

(Continued on page 48.)

*Extracts from an address by A. L. Habekotte, Assistant Sales Manager, The Moore Oil Co., Cincinnati, Ohio.

EVENTS IN THE TRADE

New Firms

Macrorie, Sask.—Chas. Evans, harness and bootmaker, has added a stock of hardware.

Oil Company to Erect Plant

Regina, Sask.—An announcement has been made to the effect that the Imperial Oil Co. will erect a million-dollar oil refinery here. When in operation, it is said, the plant will require the services of 450 hands.

Business Changes

Brooking, Sask.—John Mitchell has sold out to A. Duboff.

Kamsack, Sask.—Parliament & Waugh have sold out to W. Carmont.

Orangeville, Ont.—S. A. McCartney, hardware, has sold out to F. A. Falconer.

Strassburg, Sask.—J. A. Howse, hardware merchant, has purchased the hardware stock of Marshall & Eliot.

Winnipeg Notes

F. Morton Morse arrived back from Europe this week.

The Miller-Morse Hardware Co., Ltd., held their annual sales convention last week, and their travellers are all on the road again.

Edmonton Notes

J. E. Brown, manager of Revillon's Wholesale, Ltd., has returned to the city from a trip to Peace River Crossing, where a new branch warehouse has been opened in Revillon Freres' old stand. Mr. Brown was impressed with the possibilities of the new country to the north-west, which is rapidly being settled up, and where much development is taking place. Mr. Nix will have charge of the new establishment just located at the Crossing.

Hardwaremen Forego Dinner

St. John, N.B., Jan. 8,—Among the citizens active in patriotic work none have been more prominent and none have been more generous contributors than the hardware men of St. John. Another example of their willingness to help, even when it involved a bit of self-sacrifice, was their decision at the annual meeting of the St. John Iron and Retail Hardware Association this week, to forego their annual dinner and devote the amount of money which it would cost to the Canadian Patriotic Fund.

A. M. Rowan was re-elected president with Stanley Emerson as vice-president and W. S. Clarke as secretary. The executive committee for the coming year will include these officers with Senator W. H. Thorne, J. A. McAvity, and James Pender.

A. M. SMITH

General Sales Manager, McClary Mfg. Co., London, Ont., who has been elected President, Canadian Hardware Manufacturers' Exhibitors Association. The Association will hold a hardware exhibition at London, Ontario, during the third week in June.

Personal

H. J. L. Brathwaite, hardware merchant, Webbwood, Ont., was elected Mayor by a majority of 40 over ex-Mayor T. A. Douglass. Before going to Webbwood, three years ago, to manage the hardware business of his brother, F. Y. W. Brathwaite, of Blind River, H. Brathwaite represented White's, Limited, Collingwood, in the north.

John Douglas, hardware merchant, Wroxeter, Ont., has been elected as councillor for a third term.

P. H. Alexander, president of the Alexander Hardware Co., Hamilton, has been appointed quarter-master of the Halton and Dufferin County Battalion, which is now being organized. Mr. Alexander will qualify as lieutenant, and will have the honorary rank of captain, which is always given to quartermasters.

Dominion Incorporations

Eastern Canadian Copper Corporation, Ltd., capitalized at $990,000, head office, Montreal.

Canada Nitro Products, Ltd., capitalized at $5,000,000, head office Toronto, to manufacture and deal in war munitions of all kinds.

British Munitions Company, Ltd., capitalized at $50,000, head office Montreal, to manufacture and deal in fuses and parts, etc.

Western Canada Notes

L. D. Osborne, of Hume & Osborne, Oak River, Man., has been on a visit to St. Paul, Minn.

Geo. A. Langtry, Tessier, Sask., has been visiting in Winnipeg, and arranging for spring purchases.

W. McInnis, of McInnis Bros., Acme, Alta., who has been in Winnipeg over the holidays, is leaving this week.

R. G. McKeag, manager of the Manitoba Anchor Wire Fence Co., Winnipeg, has been on the sick list for several weeks.

Wood, Vallance, Ltd., held their sales convention last week, and their men are now on the road again. The travellers report that there will be a good demand next spring for practically everything in the hardware lines.

E. E. Lyday, manager of the Maytag Co., Limited, Winnipeg, manufacturers of power and hand-washing machines, will leave shortly on a trip to the factory in Newton, Iowa. Following this, he will make his annual trip to Vancouver, Calgary, Edmonton, Regina, Saskatoon and other Western cities. Mr. Lyday reports an exceptional demand in the West for power-washing machines.

A. Hanley, manager of Kidd & Clements, Ltd., Wapella, Sask.; W. R. Merrill, Antler, Sask.; F. N. Morris, of Campbell & Ferguson, Melita, Man., and F. S. Humphreys, of Bengough, Sask., were all in Winnipeg last week visiting the trade.

The marriage took place at Arcola, Sask., on December 29th, of L. Clifford Fawcett and Miss Olive G. Umphrey. Mr .Fawcett is a member of the firm of Fawcett & Bowes, of Arcola, having within the past year taken over the business formerly conducted by Douell & Danbury.

HARDWARE LETTER BOX

Steel Flag Staffs

Jas. S. Lockie, Newton, Ont.—Kindly advise us where we can get steel flag staffs, suitable for putting on buildings or for building on a foundation.

Ontario Wind Engine & Pump Co., Liberty St., Toronto, Ont.; Dennis Wire & Iron Works, London, Ont.; Goold. Shapley & Muir Co., Brantford, Ont.; Stratford Bridge & Iron Works, Stratford, Ont.—Editor.

* * *

Address of National Toy & Novelties Co.

Harry T. Moore, St. John, N.B.—Will you please tell me the address of the National Toy & Novelties Co., about whom you had a notice recently in the Hardware and Metal, that they had been incorporated.

The National Toy & Novelties Co. is located at 82 Chestnut St., Toronto, Ont.—Editor.

* * *

Military Supplies for Soldiers

James McArthur, Powassan, Ont.—Can you advise us where we can procure military supplies for soldiers.

Unbreakable Mirrors.—Canadian Wm. A. Rogers, 570 King street, W., Toronto, Ont.; Hale Brothers, St. Nicholas Bldg., Montreal, Que.; Austin & Workman, 431 Spadina avenue, Toronto, Ont.

Burnishers, Buckles and Spurs.—McKinnon Chain Co., St. Catharines, Ont.; Austin & Workman, 431 Spadina Ave., Toronto, Ont.; the Martin Mfg. Co., Whitby, Ont.

Button Sticks, Badges.—Austin & Workman, 431 Spadina Ave., Toronto, Ont.; the Martin Mfg. Co., Whitby, Ont. —Editor.

* * *

Nickel Buckle Manufacturers in the United States

Hupfeld, Ludecking & Co., 1 St. Helen street, Montreal, Que.—Kindly give us the names of manufacturers of Nickel buckles in the United States.

McKinnon Dash Co., Buffalo, N.Y.; W. & E. T. Fitch Co., New Haven, Conn.; Weld Mfg. Co., 79 Milk street, Boston, Mass.; Grant Mfg. & Machine Co., Bridgeport, Conn.; Waterbury Buckle Co., Waterbury, Mass.; H. R. Judd Co., 87 Chambers street, New York City.—Editor.

* * *

Wire Guards for Electric Lights Which Lock With a Key

Fowler & Windsor, Sudbury, Ont.—Kindly advise us where we can procure wire guards for electric lights that lock with a key.

Northern Electric Co., 131 Simcoe St., Toronto, Ont.; Canadian General Electric Co., 212 King street, W., Toronto, Ont.; Factory Products Co., 220 King street, west, Toronto, Ont.; Monarch Electric Co., St. Lambert, Que.; Mechanics Supply Co., Quebec, Que.; Canadian Westinghouse Co., Hamilton, Ont.; Jones & Moore Electric Co., 206 Adelaide Street W., Toronto, Ont.; Duncan Electrical Co., Montreal, Que.—Editor.

Geo. E. Pearson, Associate Editor of Hardware and Metal, who has been invalided home, and has resumed his duties on the editorial staff of Hardware and Metal. Mr. Pearson enlisted with the Princess Patricia Light Infantry in August, 1914, served for five months with them on the firing line, and entered hospital in May of last year. Mr. Pearson has so far recovered as to be able to take up the duties of civil life, and will be located at the Montreal office of Hardware and Metal.

WESTERN FIRMS AMALGAMATE

Munro Steel & Wire Works, Ltd., and Hero Manufacturing Co., Ltd., Winnipeg, Will Operate Together

The Munro Steel & Wire Works, Ltd., Winnipeg, have amalgamated with the Hero Manufacturing Company, Limited, and the combined concerns have increased their capital to $100,000, to meet the demand for the products they manufacture, consisting of spring beds, mattresses, couches, Davenports, camp and military beds, wire work of all kinds, wire fencing, ornamental iron fencing, fanning mills, washing machines, children's sleighs, etc.

J. H. Munro, Thos. Wadge and his son, Earl, will have charge of the different departments of the business. William Blackwood, Charles Midwinter and other Winnipeg men are financially interested. Mr. Munro is the principal owner of the Munro Wire Works, Limited, New Glasgow, N.S.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

Please Quote the Reference Number When Requesting Addresses

3. **Wire Nails, Wood Screws and Tacks.**—A manufacturers' agent at Sheffield wishes to be placed in touch with Canadian exporters of wire nails, wood screws and fine-cut blue tacks.

6. **Bentwood Chairs.**—A London company wishes to obtain supplies of Canadian bentwood chairs, etc., for shipment to Siam, and invites quotations from Canadian manufacturers.

7. **Calcium Carbide and Potassium Chlorate.**—A London firm desires the addresses of Canadian manufacturers of carbide of calcium and also of chlorate of potash.

8. **Electric Pocket Lamps and Torches, and also Electric Pipe Lighters.**—A London company seeks supplies of electric pocket lamps and torches, and also of electric pipe lighters, and wishes to get into touch with Canadian manufacturers in a position to supply these specialties.

10. **Brushes, Woodenware, Cutlery, etc.**—A firm in London, England, inquires for the names of Canadian houses in a position to supply the following articles: Woodenware suitable for brushes and household purposes, cutlery of every description, brushes, surgical instruments and appliances, surgical glassware and chinaware, enamelware, etc.

1281. **Forgings.**—A Rugby firm would like to hear from manufacturers in a position to supply large forgings to specification.

1282. **Axles and Tires.**—A Nottingham firm inquires for makers of wagon tires and axles to British clearing house specification.

1283. **Forgings.**—A Birmingham firm inquires for best quality forgings.

1284. **Springs and Deals.**—A Rotherham firm inquires for railway wagon springs and deals for wagon building, 7 by 2½ inches, 7 by 3 inches, 9 by 3 inches, and 11 by 3 inches; also oak planks, 12 by 5 inches, in lengths from 15 feet to 17 feet 6 inches.

An Explanation

In the January 8 issue, under the heading "Hardwaremen in Elections," it was stated that Duncan Macnab, of Orillia, had been elected as reeve. The new reeve is not connected with Macnab Bros., hardware merchants.

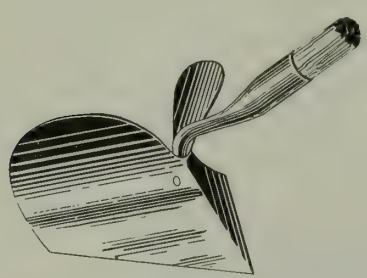
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SCHOENER'S HANDY HOE

Schoener Manufacturing Co., St. Cloud, Minn., recently produced the Schoener handy hoe and garden hand plow, here illustrated. The makers state that the hoe breaks up the ground, plows, hills, cuts weeds and grass, and cultivates the soil quickly. It is claimed that the hoe does the work of any ordinary hoe, and can also be used as a plow for hand plowing in a garden. It can also be used for hilling or cultivating vegetables or plants.

The makers state that when used as a plow it can be used as such by simply drawing it through the ground to be plowed. When taking up plants or hilling, it can be drawn forward, and by the formation of its mold-boards it throws the soil as desired, away from or toward the plants or growing vegetables, by lowering the handle and drawing the point forward, the tool can be used for



Schoener's Hoe and Garden Plow.

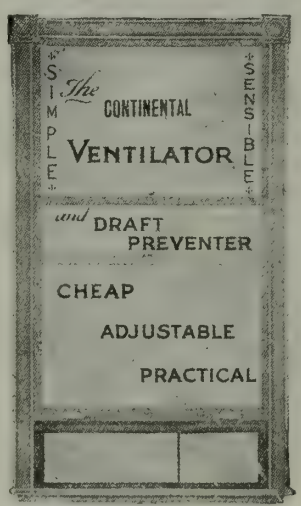
making furrows or trenches any size required for sowing or planting. The bases of the mold-boards are so constructed that they have sharp cutting edges, and can be sharpened by merely filing them with a file.

The hoe is made of half hard cold-rolled polished 20-gauge special steel. Socket and shanks made of malleable iron casting, high-grade polished waxed handle, 4½ ft. long. Both sides of the hoe are alike.

NEW CONTINENTAL VENTILATOR

The Continental Company, Penobscot Building, Detroit, Mich., offers to the trade a new Continental ventilator for cold weather.. The ventilators permit a constant circulation of fresh air, but keep out all draughts, dust, rain, and snow. They are made in an adjustable hardwood frame, with fine mesh specially treated cotton cloth. The construction is said to be solid and substantial.

The ventilators retail from 25c to 50c. For the home they can be used in sleeping rooms, kitchen, bath rooms, etc., and



The Continental Ventilator.

are said to be particularly valuable where children sleep.

The makers state that in the United States the ventilators are being used in schools, offices, hospitals, and many other places. It is said that schools particularly are taking to the article, as it is not necessary to convince educators of the value of fresh air.

The ventilators are adjustable, and are made in a number of sizes.

DE VINE SAFETY RAZOR

De Vine Safety Razor Co., 608 South Dearborn Street, Chicago, Ill., offers to the trade the De Vine Safety Razor, which the makers state combines all the advantages of the ordinary razors with the safety idea. The razor, it is claimed, is so constructed that it can be kept in perfect condition by men who do not know anything about how to strop or hone a razor.

The Devine Safety Razor

The makers state that the De Vine razor is hand-finished, and is made from finest razor steel. The razor is double-edged, simply constructed, and has a shaving guard which cannot get out of order. Booklets describing the razor will be mailed on request.

CATALOGUES AND BOOKLETS

Lawn Mower Catalogue

Taylor-Forbes Co., Guelph, Ont., has issued catalogue No. 59-1916, featuring lawn mowers. The catalogue consists of 32 pages, is attractively gotten up, and well illustrated. The complete line of T. F. mowers is shown in the catalogues. The catalogue has been mailed to the trade, but any firm that has not received a copy can secure one by writing to the manufacturer.

Harding Manufacturing Co. Catalogue

Harding Manufacturing Co., Mansfield, Mass., has issued a 31-page catalogue descriptive of the "Blue Line" and "Gray Line" screwdrivers, fine mechanical tools and other specialties made by the company. Among the many lines illustrated and described in the catalogue are electricians' screwdrivers, machinists' screwdrivers, special, junior and midget screwdrivers, opticians' screwdrivers, etc.

Miller's Falls Tools

Miller's Falls Company, Miller's Falls, Mass., recently issued catalogue No. 35, consisting of 183 pages. The catalogue is attractively gotten up, is well illustrated, and features the extensive line of tools made by the company.

In compiling the volume, special pains have been taken to group together tools of the same and kindred classes, and to express all the principal facts as briefly and clearly as possible. A number of new tools, recent productions of the company, are featured in the new catalogue. Hardwaremen who have not received a copy of the catalogue can secure a copy by writing to the manufacturer.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

The end of higher hardware prices is not yet in sight. This week's market reports contain advices regarding many important prices changes which have taken place during the week. Many of the price changes have been predicted in these columns for some time past. Among the many lines on which higher prices are quoted this week are putty, white lead in oil, linseed oil, building paper, black and galvanized sheets, cut nails, iron pipe, copper tubes and sheets, brass sheets, rods and tubes, lead pipe and lead sheets, brass wire, heavy and light tee and strap hinges, coil chain, wrapping twine, hoop steel, mechanics' tools, iron blocks, firearms, wrenches, eavestroughing, etc. Although there is nothing in sight yet but further increases, it should be remembered that the market is reaching an abnormal level and a word of caution may be in order. Such movements as the tremendous upward movements in many hardware lines are nearly always affected by a reaction. There is a scarcity of some lines of hardware and an acute shortage will probably develop in a few lines during the early spring. Stoves have advanced 5%, owing to the increased cost of materials and labor.

Travelers are all on the road again and their efforts are resulting in substantial orders being sent in to jobbing houses. A large number of retail firms are still engaged in stock-taking.

MONTREAL

MONTREAL, Jan. 13.—There seems to be nothing in sight but a continuation of the upward climb of the prices of iron and steel and the products and manufactures thereof although recently interest has been divided to some extent by the action of the copper and lead markets. Dealers report that there is no improvement in the attitude of the mills as regards sheets, plates, tubes, pipe, etc., while as time advances the prospects of a famine in these lines become serious. In the higher manufactures the influence of the higher cost of raw material is becoming more and more widespread and travellers representing big American firms report that the shortage is becoming serious. The December report of the United States Steel Corporation indicates an addition of over 600,000 tons to the unfilled tonnage and there are no signs that the volume of business is falling off. However, while, as stated, there is nothing in sight as yet but further increases, it must be remembered that the market is reaching an abnormal level and a word of caution may be in order. Such movements are nearly always affected by a reaction, when, with supplies of high priced goods on hand, buyers lose interest and a general decline follows.

Business indications are very favorable. During the past few days orders of a very substantial character have been received and these are really the first sign of the general conditions as the opening week of the year is a continuation of the holiday season in the French districts. The demand is for general hardware lines with a preference for staples and the number of orders on which immediate delivery is asked indicates that there is a return of confidence in the future. In the city too there has recently been a marked improvement in demand.

In the advances this week are incuded: galvanised sheets, black sheets, plain and galvanised Canada plates, charcoal terne plates, black and galvanised pipe, cut nails, copper tubes and sheets, brass sheets rods and tubes, lead pipe and lead sheets, brass wire, heavy and tight tee and strap hinges, coil chain, stove bolts, poultry netting, shot, wrapping cotton, hoop steel, Stanley tools, English iron blocks, certain firearms, wrenches, eavestroughing, etc.

In addition to a general prediction that there will be higher prices on iron and steel lines generally and manufactures of these metals, special mention is made of bolts, screws, and boiler plates; copperware is also very firm. The metals generally have not been very active although lead is higher and copper firm on the recent advances.

With the parliamentary session beginning something in the nature of an announcement on the tariff possibilities is being awaited with interest. However, the feeling has recently strengthened that an advance in the duty will be deferred at this time until plans are completed as regards a general policy which may embrace all the trade and industrial interests of the countries opposed to the Central European powers.

Tin.—Although tin has been strong and higher since last report because of the fear that stocks on this side of the Atlantic might prove inadequate in the event of the Suez Canal being closed to traffic as the result of military operations, and although prices as high as 45c were heard for spot in New York, there has been a reaction and the American market is given on a basis of 41½c at writing which is a net loss of ½ cent since last report. The market is now extremely dull with very little interest shown. In the local situation there is practically no change and prices are generally as at last report. Montreal quotation: 46c-47c, steady.

Spelter somewhat easier.—Although the local situation shows no material change there is a slightly easier tone in New York on the influence of weakness abroad. However, the London decline is not being taken very seriously as previous experience in New York has shown that it is a poor guide. Recently there has been less buying on the part of manufacturers of galvanised sheet iron, the fact that several of these mills have been closed by strikes being a factor. Montreal quotation: 22c-22½c, fairly steady.

Lead again advances—There has been another advance in lead since last report, the local quotation having been marked up ½c but recently cut down by ¼c, leaving a net gain of ¼c. The chief influence has been the action of the American Trust in advancing from 5.5c to 5.9c but there has been a disposition shown by the independents and the second hands to cut the higher figure. The market in New York has been generally quiet and dull on London weakness; however, it is still pointed out that London is yet much above the parity of the United States and even higher than when New York was quoting 7c of the movement of last summer. Montreal quotation: 8c-8¼c—steady.

Copper remains steady.—Following the violent movement on the part of the copper, when the action of the British government in placing heavy orders in the United States resulted in abnormally high prices, the market has been steady with the advance well maintained. London has shown dissatisfaction at the recent high prices with the result that following the securing of heavy supplies the British government issued instructions that private speculation be gov-

erned by limitations restricting transactions to 50 tons; this is given as the explanation for the big government purchases which enabled the authorities to control the prices for supplies for munitions purposes. Montreal quotations: 27c-27½c—steady.

Antimony.—The local situation as regards antimony has recently shown additional strength with advances in quotations to the top of the recent rather wide range. New York reports that better business is being done in that market, although recent advances are losing their strength; there is a net gain, however, over last report. Montreal quotation: 45c—firm.

Aluminum. — There is little or no change in the situation as regards aluminum, the abnormally high prices having a tendency to curtail business and the quotations given are for the most part nominal with a considerable spread according to the nature of orders placed. Montreal quotation: 68c—nominal.

Solder is firmer.—There is a firmer tendency in the solder situation, with the quotations of some firms being adjusted to slightly higher levels within the range which has been established for some time and which has considerable scope owing to the variety of qualities and makes being offered. Montreal quotations: Commercial half and half 27c, 28c. Strictly half and half 29c, 30c.

No improvement in steel.—Although this week there are few changes in the iron and steel list there is no indication that the situation is weakening or that the upward movement has been checked. There is no disposition shown on the part of the mills to broaden their policy as to accepting orders and so long as this continues the tendency of price adjustments must naturally be to higher levels on account of the lack of assurance as to future supplies. The December statement of the United States Steel Corporation, which is a good key to the general condition of the industry in North America, shows that the unfilled tonnage was over 7.800.000 tons at the end of the year and that the increase for December alone was over 600.000 tons. In general departments the upward movement of iron and steel in its effect upon the raw material used in many manufactures handled by the trade is becoming more widespread from week to week. On wire and sheets the result is very emphatic.

Galvanised sheets again.—Although it is only last week that an advance of 50c was announced on all galvanised sheets, and although this followed several others since the steel market started its upward movement, a further advance of 50c is now announced. Montreal quotations on case lots are now as follows:

B.W. Gauge	Queen's Head	Fleur de Lis	Gorbal's Best
16	$....	$....	$5 50
16-20	6 40	6 15	....
18-20	....	....	5 70
22	....	....	5 95
22-24	6 50	6 30	....
24	....	....	6 00
26	6 75	6 45	6 75
28	7 00	6 75	7 00

	Premier	Apollo Colborne	Crown
14	$5 40	$5 40	$....
16	5 20	5 40	5 80
18-20	5 80	5 60	5 80
22-24	6 00	5 70	6 00
26	6 25	5 80	6 25
28	6 50	6 30	6 50
10¾ oz.	6 75	6 50	....

Black sheets also.—Black sheets have also been affected by the last advances on steel products. In making the increase an adjustment in quotations has been made by most of the local houses as the result of which the 10, 12 and 14 gauges in which there has been a range of 20c are brought to the same basis which is now 35c to 45c above the old. The 18-20 and 22-24 gauges are unchanged but on the others there are advances from 5c to 15c. The new figures follow:

10-12-14 gauge	$3 50
16 gauge	3 25
18-20 gauge	3 25
22-24 gauge	3 25
26 gauge	3 45
28 gauge	3 55

Canada Plates.—Canada plates, ordinary and galvanised, have all been advanced on the strength of the movement in steel plates; the former are up 20c and the latter 25c while the polished remain firm at $5.00. New quotations are as follows:

Ordinary, 52 sheets	$3 70
All bright, 52 sheets	5 00

	Apollo	Galvanized Crown	Gorbals
18x24x52	$6 25	$6 25	$6 25
60	6 50	6 50	6 50
20x28x47	6 75	6 75	6 75
20x28x94	13 50	13 50	13 50

Terne Plates.—Another item in the steel plate list affected by the upward movement of the market is charcoal terne plates on which there is an advance this week of 25c. New quotations follow:

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.50; 200 lbs., $9.25.

Pipe prices higher.—Another advance is expected on wrought iron pipe, both buttweld and lapweld and plain and galvanised, in the near future. Although the trade generally has no information as to what this advance will be one firm is readjusting its prices to the following basis:

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 46	$ 3 87
½ in.	3 06	4 71
¾ in.	3 57	5 81
1 in.	5 27	8 59
1¼ in.	7 13	11 62
1½ in.	8 53	13 89
2 in.	11 47	18 69
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 01
Lapweld.		
2 in.	12 95	20 17
2½ in.	18 72	30 12
3 in.	24 48	39 40
3½ in.	29 44	47 38
4 in.	34 88	56 14
4½ in.	41 82	67 95
5 in.	50 42	79 18
6 in.	65 28	102 72
7 in.	88 06	139 23
8 in. x 25 lbs. per ft.	92 50	146 25
8 in. x 28 lbs. per ft.	106 56	168 48
9 in.	....	....
10 in. x 32 lbs. per ft.	118 40	187 20
10 in. x 40 lbs. per ft.	152 44	240 92

This advance on pipe is about 2 per cent. all round.

Nails and wire—There is no further change in the wire market this week. Wire nails, staples and the different brands of fence and hay wires have maintained their advances well and there are still higher prices talked of as the general effect of the situation in steel. On the other hand there has been an important advance of 20c in the quotation for cut nails which are now quoted at $2.90 on a par with wire nails.

Copper products way up.—A very important advance on copper bars and sheets has been made as the result of the recent developments in the copper market, the increases being from 5c to 9c per pound. The revised quotations are as follows:

Bars, ½ to 2 in.	$35 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	36 75
Copper sheet, tinned, 14x60, 14 oz.	43 50
Copper sheet, planished, 14x60 base	47 00
Braziers' in sheets, 6x4 base	35 00

Brass Products also.—Brass products have also been affected by the movement but while there has been a general upward movement there are a couple of items.—rods and iron pipe size tubing—on which there is a slight decline. The new quotations are as follows:

Springs, sheets, 8" wide, up to 20 gauge	0 48½
Rods, base ½ to 1" round	0 43
Tubing, seamless base	0 40½
Tubing, iron pipe size, 1" base	0 41½

Lead products jump.—Following in the wake of the higher market for lead there has been an advance made on lead sheets and also on lead pipe. On pipe the advance is 50c and on the sheets from 25c to 40c. The revised quotations are as follows:

Pipe—
Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25% off.

Sheets—
Sheets, 3 lbs. sq. ft., $10.
Sheets, 3½ lb. sq. ft., $9.90.
Sheets, 4 to 6 lbs. sq. ft., $9.75.
Cut sheets, ½c per lb. extra.
Cut sheets to size, 1c per lb. extra.

Brass Wire.—With the general upward movement in brass products there has been an advance on brass wire—both spring and snare. The new quotations are as follows:

Spring: Nos. 3-8, 50c; Nos. 9-11, 51c; Nos. 12-14, 52c; Nos. 15-16, 53c; Nos. 17-18, 54c; Nos. 19-20, 56c; Nos. 21-22, 57c; No. 23, 59c; No. 24, 61c; No. 25, 64c; No. 26, 70c.

Snare—No. 17, 56c; No. 18, 56; No. 20, 57c; No. 22, 58c; No. 24, 63c; No. 26, 70c;

Hinges.—Both light and heavy tee and strap hinges have again been affected in the upward movement of metal products. The new list—net Montreal—is as follows and covers material increases.

Heavy.	Strap	Tee
4 in., doz. prs.	$1 35	$1 10
5 in., doz. prs.	1 60	1 30
6 in., doz. prs.	1 75	1 35
8 in., doz. prs.	2 40	1 80
10 in., doz. prs.	4 20	2 95
12 in., doz. prs.	5 20	4 85
14 in., doz. prs.	5 95	5 24
Light.		
3 in., doz. prs.	0 38	0 38
4 in., doz. prs.	0 45	0 41
5 in., doz. prs.	0 53	0 49
6 in., doz. prs.	0 64	0 56
8 in., doz. prs.	0 94	0 68
10 in., doz. prs.	1 30	0 90
12 in., doz. prs.	2 25	1 70
14 in., doz. prs.	....	2 05

Coil chain higher—New prices have been announced on proof coil chain which cover a re-adjustment to higher

levels. The new quotations are as follows:

Per cwt. ¼ inch $7,35; 5-16 inch $5.95; 3-8 inch $5.15; 7-16 inch $4.95; ½ inch $4.75; 9-16 inch $4.75; 5-8 inch $4.60; ¾ inch $4.50; 7-8 inch 4.35; 1 inch $4.20.

Bolts going up again—A further advance on the bolt list is being looked for in the trade as the result of the general trend of the iron and steel markets. Recently there has been another advance on stove bolts, the discount on which is now 75 and 10 per cent.

Screws going up.—Higher prices are also being looked for on screws and an announcement is expected with new discounts to cover the list. One authority in the trade states that he expects the increase to be about 20 per cent. additional. The developments in this market have been remarkable of late.

Poultry netting.—The trade has set a discount of 30 per cent. on poultry netting for the spring business. Last week it was stated that some orders were being booked at 35 per cent but it has since been decided to make the change referred to.

Shot up again.—Following the tendency of the lead market there has been another advance on shot, the new quotation being $10.90— an increase of 40c. Extras continue as before.

Wrapping cotton.—Wrapping cotton twine has been materially advanced. The new quotations are:

Four ply 26c, Three ply 25c.

Hoop steel higher.—Further advances are being made in the quotations for hoop steel. One firm has made increases this week of about 35c all round. Bar iron continues to cover a considerable range with some quotations as low as $2.35 and some as high as $2.60, while considerable business seems to be done around $2.50.

Stanley list up all round.—Important to the hardware trade is the further advance which has been made on the long lists of lines marketed by the Stanley Works. This includes, planes, chisels, levels, screwdrivers, etc., etc. It is difficult to give even a general idea of the readjustment because although the general movement is upward, there are certain items which have not been affected. However, as an example it may be stated that on planes the increases are 15c, 50c.

English iron blocks.—Quotations on English iron blocks are being advanced. One firm reports that the increases generally are 5 per cent. to * per cent.

Guns and rifles.—Higher prices are being quoted this week on some varieties of fire arms. The Iver-Johnson single and double barrelled guns and some of the cheaper of the small calibre rifles are affected, while in some quarters the Winchester is being marked up.

Wrenches dearer.—Wrenches are one of the many items on the list of steel products which are subject to advance on the present market influences. The Whitman and Barnes line have recently been marked up by one local wholesale house.

Eavetroughing Higher—An advance in eavetroughing of about ten per cent. has been made, the discount now being 40 per cent. against a former arrangement of 40 and 5 per cent.

Boiler plates firm.—Although there has as yet been no general change in the quotations on boiler plates the difficulty in securing deliveries is being more acutely felt and in the wholesale trade the terms are stiffening up in a manner which indicates that another increase in prices to the trade is coming shortly.

Copper Ware.—As the result of the recent upward movement in copper there has been a much firmer situation as regards copper ware. However, as yet there has been no change in the discounts and it is rather doubtful if there will be for the reason that the advances which have already been made have had the effect of reducing the demand to about the minimum. So long as demand does not warrant manufacturing from raw material secured on the high basis the tendency will be to hold the quotations down.

TORONTO

TORONTO, Ont., Jan. 13—Business in the wholesale hardware trade has returned to its former level after the quietness of the holiday season. The general situation is much the same, continued advances in prices being the principal feature. The outlook in the trade is favorable and there is a feeling of confidence in the future as regards the possible volume of business. There trade, however, is unsettled on account of the fluctuation in prices and possibility of a scarcity of some lines in the near future. The steady advance in the steel and iron, and scarcity of raw materials is seriously affecting manufacturers who are finding considerable difficulty in making good deliveries. For the same reason most manufacturers have withdrawn prices and will only quote on application.

Important Price Changes—The looked for advances in the Stanley lines have been adopted by the jobbers and are now in effect. A new discount of 30 per cent. has been placed on galvanized poultry netting for 1 inch and 2 inch mesh. This, however, is practically a nominal figure, as conditions in the trade are such that the discount is liable to change any time. Quotations on the smaller meshes have been withdrawn by the makers. Other lines which have advanced include conductor pipe, heavy and light tee and strap hinges, wrought butts, hinged hasps and chest hinges, some lines of files, cut nails, shot, lead pipe, copper wire, lead sheets, belt laces, bar iron, tire steel, spring steel, silver tool steel, cold rolled shafting, stoves, heaters and ranges.

Advances may be looked for in wrought iron pipe, iron rivets, copper and pieced ware, pig iron, boiler plates and tubes, galvanized and black sheets and many lines composed of iron and steel.

Iron and Steel—The iron and steel trade is extremely active and prices continue to advance steadily. The situation is becoming serious on account of the scarcity of steel. The mills have a large export business to take care of and the domestic demand is also heavy. They are getting behind on deliveries but are making every effort to meet the domestic demand, although the export business is more attractive financially. A comparatively small tonnage is coming from the States, thus increasing the congestion at the Canadian mills. Prices of all iron and steel products are very firm and in some lines have advanced. Bar iron is quoted at $2.60, steel bars and angles $2.75, tire steel $2.95 and spring steel $4.00 per 100 lbs. base. The new discount on cold rolled shafting is 20 per cent.

The embargo on export shipments of iron and steel products is being maintained by the railroads in the States, but there is possibility of the situation being considerably relieved within the next two or three weeks. In the meantime domestic consumers are reaping the benefit by getting quicker deliveries. The situation has had no effect on price, which continues to advance steadily with a strong market. Steel bars are now quoted at 2c, iron bars $1.95 and shapes $1.90 f. o. b. Pittsburgh. The demand for billets continues heavy and the market very firm, with prices unchanged. The U.S. Steel Corporation report unfilled orders of 7,806,220 tons on Dec. 31st.

Pig Iron—The pig iron market is very strong and prices firm. The entire production of the furnaces is being consumed and there is a possibility of a shortage of pig iron in the near future. Grey Forge Pittsburgh has advanced to $18.45, but Hamilton and Victoria brands are unchanged at $23 per ton.

Old Materials—The embargo on the export of wrought and steel scrap is still in force and local scrap dealers believe that it will not be lifted, notwithstanding the protests from American interests. The market for wrought and steel scrap is weaker, the mills are not buying very heavily at the present time. The scrap copper market is fairly strong and prices are a little higher. The lead market is strong and prices of tea and heavy lead have advanced. Aluminum and No. 1 machine composition have both advanced, but other prices are unchanged.

Machine Tools—There is no change to note in the machine tool situation. Business during the past few weeks has been much quieter, although there have been a number of enquiries for heavy lathes. The market for second-hand tools is quieter, suitable equipment being now more difficult to obtain.

Supplies—A number of important price changes have been made since the new year. Makers of milling cutters have again raised their prices and withdrawn all quotations on high-speed cutters. Carbon cutters are higher and are now quoted at the list plus 10 per cent. New prices have been issued for Armstrong tool holders. Turning and boring tools are now quoted at list plus 20 per

cent., and cutting-off and side tools at list, plus 40 per cent. Lathe chucks have been gradually increasing in cost for some time and are now 20 to 25 per cent. higher than the original price. Drill chucks have not changed much but are higher for certain lines, being those in demand. The demand for supplies from plants making shells is not so active, but there is very fair business being done with shops turning out shell parts.

Metals—The market is stronger, with a fair local demand, which is gradually improving. The copper market is very strong and quotations have again advanced, but are nominal. The British Government is restricting purchases in America and is apparently determined, if possible, to stop further advances, and absolutely to stop speculation. How this will affect the market is difficult to say as the copper position is an extremely strong one, and the supply is unequal to the demand. Quotations on tin are higher locally, but have declined in the primary market. The situation is more or less abnormal and prices of tin are nominal. The spelter market is quiet, with little interest being shown by consumers. Quotations are higher in the local market. The "Trust" have advanced lead and the market is strong and higher. Antimony and aluminum are unchanged, but prices of solders are higher.

Copper Higher—The copper market is very strong and higher. It is reported that the British Government is restricting purchases of copper and is determined, if possible, to stop further advances. This step has also been taken with the hope that speculation will be stopped. The situation is unprecedented and it is quite possible that prices may go higher, as the supply is unequal to the demand and production is getting behind the consumption. Local prices are 1c higher and Lake copper is now quoted at 26c per pound.

Tin—The primary market is slightly lower, but steadier. Locally, tin has advanced 2c per pound. The tin situation is more or less abnormal and buyers are keeping out of the market awaiting developments. Local prices are unchanged and nominal at 48c per pound.

Spelter—The local market is stronger and higher. London is unchanged and New York firmer on early deliveries. Spelter has advanced ½c, and is now quoted at 20½c per pound.

Lead—The market continues strong and higher in the primary market. The "Trust" have advanced the price to 5.90c New York. The lead position is a strong one and the demand is heavy. Lead has advanced ½c and is now quoted at 7½c per pound.

Animony—The market is quiet with an easier tendency. Spot antimony is scarce and there is little enquiry for futures. Quotations are unchanged at 40c per pound.

Aluminum—The situation is unchanged and the market featureless. Quotations are firm and unchanged at 68c per pound.

Solder—Higher prices are now being quoted for solders, due to the strength in the tin market. The advance is about ½c and prices are given in the current market quotations.

Galvanized Sheets—The market is very strong and prices firm at last week's advance. The situation shows no improvement and raw materials are steadily increasing in cost, which may lead to higher prices for galvanized sheets in the near future. Some makers of sheets are keeping out of the market on account of the uncertain conditions prevailing.

Corrugated Sheets—Prices of corrugated galvanized sheets have been readjusted and are slightly lower for some sizes and unchanged for 26 and 28 gauges. The new prices are as follows: 18-gauge, $12.50; 20-gauge, $9.75; 22-gauge, $8.50; 24-gauge, $7.15 per square.

Eavestrough—Prices for eavestrough, O. G. square bead and half-round, are as follows: 8-in. girth, $3.80; 10-in., $4.24; 12-in., $5.01; 15-in., $6.88 and 18-in., $8.80 per 100 feet. Extra of 12c for round bead.

Conductor Pipe Advances — Higher prices for conductor pipe have recently gone into effect, the advance being equal to about 10 per cent. The new prices for sizes all in 10-ft. lengths are as follows: 2-in., $4.40; 3-in., $5.34; 4-in., $7.04; 5-in., $9.63, and 6-in., $11.72 per 100 feet.

Lead Sheets Advance—A slight advance in lead sheets has been made, the new prices are as follows: 3-lb. sheets, $9.75; 3½-lb., $9.50 and 4 to 6 lbs., $9.50.

Poultry Netting, New Discount—Some time ago all prices on poultry netting were withdrawn, owing to the difficulties which the makers had to contend with in getting raw materials, and the steady increase in cost, particularly of wire and spelter. There is no English and very little American netting coming into this market, with the result that practically the entire requirements have to be taken care of by domestic manufacturers. The makers of netting are unable to meet the demand, as the greatest difficulty is being experienced in getting the raw materials. The new discount on galvanized poultry netting, 1 in. and 2 in. mesh, is 30 per cent., but this is to a great extent nominal and is liable to change any time. Prices on other meshes are still withdrawn.

Hinges, Tee and Strap, Higher — An advance has been made in both heavy and light tee and strap hinges. The new discount for heavy tee and strap hinges is 33 1-3 per cent. and for the light pattern 65 per cent. off maker's per dozen list.

Chest Hinges and Hinged Hasps Up — Prices of chest hinges and hinged hasps have advanced 10 per cent., the new discount being 55 per cent.

Files Advance—The increase in cost of steel has caused an advance in files. The new discount on Kearney and Foot's "Arcade" files is 72½ per cent., and also on the "Globe" files.

Wrought Butts Advance — Price of wrought butts have advanced about 10 per cent., the new discounts are as follows: Nos. 804 and 840, 65 per cent.; Nos. 800 and 838, 60 per cent.; No. 802, 55 per cent.; No. 808, 55 and 5 per cent., and Nos. 810 and 814, 45 and 5 per cent.

Cut Nails Advance—The price of cut nails has been advanced 10c, and they are now quoted at $3 per keg base. Wire nails are unchanged, but very firm at $3.05 base, per keg. Higher prices for wire nails are looked for.

Lead Pipe Again Advances — The steady advance in the pig lead market has resulted in an advance of ½c in lead pipe. The new prices are 10½c for lead pipe and 11½c per pound for waste pipe.

Wrought Iron Pipe—The market for wrought iron pipe is very strong and as raw materials are steadily advancing, higher prices for pipe may be announced any time. The prevailing list is given in the current market quotations.

Shot, New Price—A new and higher price has been issued for standard shot, which is now quoted at $11.15 per 100 pounds.

Copper Wire Up—Copper wire has advanced, following the continued strength in the copper market. The new discount is 25 per cent.

Belting—There is a good demand for leather belting, and the heavy consumption of leather is holding the market very firm. Cut laces have advanced slightly to $1.30, but other prices are unchanged.

Stoves Advance—An advance of 5 per cent. has been made in all lines of stoves, heaters and ranges. Cost of production has increased considerably, as sheets and pig iron are both much higher than they were a few months ago. Business is quiet as is usual at this time of the year.

Kitchen Utensils—Prices of all wares are very firm and advances in some lines are highly probable, particularly copper and galvanized and pieced wares. All raw materials have been getting more costly for some time and with no sign of any reaction in sight, manufacturers of wares will be obliged to raise their prices accordingly.

Wrapping Cotton Up—A new price on 4-ply wrapping cotton has been announced, which represents an advance of ½c. The prevailing prices are as follows: 3-ply, 21½c; 4-ply, 24c; 5-ply and higher, 24½c per 5-lb. lots. Cotton has been steadily rising for some time and a number of cotton products are therefore affected.

Waste—Another advance in cotton waste is looked for in the very near future. The cost of raw materials has risen considerably and makers are experiencing some difficulty in obtaining supplies. There is also quite a good demand for waste for munition plants.

Rope—The market is very strong and prices of many lines of rope may possibly be advanced in the near future. All raw materials, sisal, hemp, Manila and jute have been increasing in cost for some months and the finished products will also have to advance. One of the principal reasons for the high price of raw materials is the heavy increase in

ocean freight rates in all parts of the world and also the difficulty of obtaining tonnage.

LONDON

LONDON, Ont., Jan. 13, 1916.—During the past week many prices have changed, mostly in an upward direction. The constant drain on raw materials for munitions is responsible in most cases for the new prices and for the predicted further advances, which are promised, in some cases, to take effect in a few days. On account of the steady advance most of the retailers are buying now for future needs. Hardware stocks as a rule are light, and as usual in January a large percentage of the dealers are busy stock-taking.

Business is seasonably brisk. January is looked upon as a quiet month, but this year it is quite as good as could be expected.

Collections have been good.

The principal changes in prices are:

Linseed Oil.—During past few days linseed oil has advanced twice, the present price being:

	Raw.	Boiled.
1 to 2 barrels...	$1.00	$1.03 per gal.
3 to 5 barrels...	0.99	1.02 per gal.
6 to 9 barrels...	0.97	1.00 per gal.

Turpentine.—Turpentine advanced 2c per gallon, the new price being:

	Per Imp. gal.
1-barrel lots	87c
2 to 4-barrel lots	86c
5-gallon lots	94c

The predicted advance in white lead has taken effect, the price having gone up 50c per 100 pounds. The new figure is: $10.70 per 100 pounds, in ton lots, and $11 per 100 pounds, in less than ton lots.

Putty advanced 15c per 100 lbs. The new price is:

	Per 100 lbs.
Standard, in 100-lb. drums	$2.85
„ „ 25-lb. drums	2.95
„ „ bladders	3.25
Pure in 100-lb. drums	3.55
„ „ 25-lb. drums	3.65

Cut Nails Advance.—There has been no change in the price of wire nails, the base remaining at $3.05. Cut nails advanced 20c per keg, the price now being $3.15 base.

Many Other Changes.—The new price on bar iron is $2.55 base. Bar steel is $2.80 base.

The new price on iron rivets is 60 per cent. off list.

Malleable fittings are now quoted at 35 per cent. off list.

Globe files are now subject to 72½ per cent. off list.

Poultry netting is quoted now at 30 per cent. off list.

The discounts on stove bolts are now 75-10 per cent. off list.

Steel thumb latches are up 15c per dozen. The new price for No. 2 is 90c dozen, and for No. 3 $1.25 per dozen.

Common rim locks are now $1.45 per dozen, and common knobs (Jap. trim) are $1.20 per dozen.

A new discount on Stanley hardware has been issued. Planes, levels, braces, etc., have advanced approximately 10 per cent.

Steel and brass butts are now subject to the following discounts:

No. 804	65 per cent.
No. 840	65 per cent.
No. 800	60 per cent.
No. 838	60 per cent.

Table hinges are subject to discounts of 45-5 per cent.

Back flaps have discounts of 45-5 per cent.

Blind hinges have same discount.

Hinge hasps have discount of 55 per cent.

Light tee hinges have 65 per cent. discount.

Light strap hinges also have 65 per cent. discount.

The new prices on heavy tee and strap hinges are subject to 33 1-3 per cent. discount. The new prices are:

	Tee.	Strap.
4"	$1.07 per doz. prs.	$1.27 per doz. prs.
5"—	$1.23 per doz. prs.	$1.53 per doz. prs.
6"—	$1.27 per doz. prs.	$1.67 per doz. prs.
8"—	$1.70 per doz. prs.	$2.27 per doz. prs.
10"—	$2.80 per doz. prs.	$4.00 per doz. prs.
12"—	$4.00 per doz. prs.	$4.97 per doz. prs.
14"—	$4.93 per doz. prs.	$5.67 per doz. prs.

12-inch and smaller screw and strap hinges are now $5.50 per 100 pounds; 14-inch and larger are $4.90 per 100 pounds.

Cotton Rope Higher.—Cotton rope has advanced 1c per pound, 3-16-inch now being 25c pound, and ¼-inch and larger is now 24c per pound.

There has been no advance in the price of other ropes, the prices remaining as follows:—Pure Manila, 16c lb. base; British Manila, 13½c lb. base; African hemp, 13½c lb. base; sisal, 11½c lb. base; deep sea line, 27c per lb.; tarred marlin, 27c per lb.; lath yarn, 11½c per lb.

The price of fence wire and staples remains the same as last week.

Glass is firm. Single diamond is subject to 30 per cent. discount. Double diamond is also subject to 30 per cent., while cut lights are net list prices.

Advances are expected in the price of roofing and plain building paper.

Stoves Advance.—An advance of 5 per cent. has gone into effect on stoves and ranges.

WINNIPEG

WINNIPEG, Jan. 13, 1916.—Many important price changes have taken place during the week, nearly all in an upward direction. Wire, nails, sheets, building paper, linseed oil, and other lines are affected.

Business during the first of the month has been fairly good, and jobbers are looking forward to a big rush of business in another week or ten days. Practically all of the travelling staffs of the various jobbers are now on their territory, and the result of their work should be felt in an increased amount of business in a very short period of time. There is no question of doubt that it is to any merchant's advantage to place his orders as early as possible to protect himself against further advanced prices, and assure himself at the same time of procuring his goods.

Many Price Changes.—Black sheets have advanced 40c per 100 lbs.; galvanized sheets have advanced 50c per 100 lbs.; barb wire has advanced 10c per 100 lbs.; wire nails have advanced 20c per 100 lbs.; staples have advanced 10c per 100 lbs.; plain galvanized wire has advanced 10c per 100 lbs. An advance of 10 per cent. is expected in the near future on window glass.

Building Paper Higher.—One of the most important changes going into effect this week are those applying to building paper. There has been a revision in practically the entire line, and note is made herewith of just to what extent the prices have been altered.

Building Paper—Tarred, 66c to 90c per roll; plain, 44c to 76c.

Revised Prices on Trough, etc.—There has also been a revised price made on galvanized eavetrough, conductor pipe, and conductor pipe elbows. Along with all other lines of galvanized products, these three items may show further increases in the very near future. Ruling prices to-day are as follows:

O. G. Eave Trough—	Per 100 ft.
8 in.	$3 35
10 in.	4 10
12 in.	4 95
Conductor Pipe—	
2 in.	4 00
3 in.	4 60
4 in.	5 70
Conductor Pipe Elbows	Per doz.
2 in.	0 90
3 in.	1 00
4 in.	1 80

Linseed Oil Higher.—Another line to show an advance is linseed oil, and the price to-day, as given below, is 5c higher than formerly:

Linseed oil, raw	$1.03	per gal.
„ boiled	1.06	„ „
In 5-gal. tins, advance price	.05	„ „

Advance Expected.—It is more than likely that when the new goods being shipped to the jobber at present arrive there will be long lists of price changes go through affecting a very big percentage of hardware lines. It is to be hoped that the retailers will take advantage of the new prices at once, so that they can protect themselves at a later date should prices suddenly decline.

Sporting Goods.—Orders are beginning to come in already for sporting goods supplies for next season, and from present appearances it seems that there will be a big demand for baseball goods, tennis goods, fishing tackle, and many other lines for summer sports. Canadian and imported goods have not advanced up to the present; in fact, baseball goods have been sold at last year's prices. It might be advisable for retailers to place orders early for both baseball and tennis goods for fear an advance should take place at the factory.

The game of tennis is gaining popularity every year in this country, and this year will no doubt see a bigger demand than ever before for tennis goods. It is noticeable that there is a demand for better quality goods, and for supplies which hitherto have not had much

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WEEKLY PAINT DEPARTMENT

Future of Linseed Oil Market

Opinions Vary as to Future of Linseed Oil—Some Firms of Opinion That High Prices Will Rule for Some Time—Others Claim Lower Prices Will Rule in Two or Three Months

THE retail trade has been greatly interested in the recent rapid advances in the price of linseed oil. Some large jobbing firms have been predicting that oil is going to reach an exceptionally high price, considerably over the dollar mark, in the near future.

On the other hand there are some jobbers who claim that oil will decline considerably in the near future.

At the present time oil is quoted generally at prices ranging from 95c to $1 per gallon, and prospects at the present time are that oil will go still higher before the decline commences.

Some crushers and jobbers claim that oil at the present high price is lower than the conditions of the seed market warrant, and that further increases may be looked for in the immediate future if the present high price of seed is maintained.

There is of course, at the present time considerable price cutting going on. Many firms secured supplies prior to the recent rapid advances and are taking smaller profits on business with old customers. Some quotations are heard below the crushers present figures.

Why Price Advanced

The recent advances reported from week to week in Hardware and Metal's weekly market reports, were caused, not by demand, but by disappointing statistics as to supplies of Canadian flax available together with the intimation that the British government may withdraw vessels operating in the trade between North and South America—thus interfering with transportation of Argentine flax.

Don't Overbuy

One well known crusher is of the opinion that high prices will rule for the next month or two, and that oil prices will go even higher than the prices now in effect. This crusher, however, states that the trade should remember that there is a possibility of oil going down in price in a couple of months time, and it would not be good policy to over-buy at the present high figures.

This crusher states that his company is well supplied with seed and is in a position to sell oil at a lower price later on, if the market goes down.

A U. S. Opinion.

An American contemporary in dealing with flaxseed and general markets in a recent issue says:—

"To the casual observer the market presents a very strong appearance, but some who are students of the situation claim there is twice as much flaxseed available as there was a year ago at this time. This covers both domestic and Canadian stocks in warehouse. On the other hand, it is perfectly apparent that as fast as flaxseed is offered at the northwestern terminals, it is bought up at the ruling market prices. We also know that the crop this year is one of the smallest on record. Other authorities are of the opinion that flaxseed is becoming more scarce and that the high prices which ruled last year will be seen before long unless there should be a marked decrease in the demand for linseed oil, and at the present time there is no indication of this. Some crushers are of the opinion that linseed oil buyers have purchased only about one-third of their requirements, and if this is the case, there must be quite a demand for linseed oil in the near future.

"As an evidence of the way the situation was regarded in Duluth a week ago, we print below the views published there on December 27. Facts and figures show that the Buenos Aires market has been declining during the past week and seed from the Argentine is offered at about 23c a bushel less, laid down in New York, than domestic seed. This would give rise to the belief that any quantity of Argentine seed could come into this country on a much lower basis than our domestic market is now ruling. Our own opinion of this matter is that a cable which is received from London, would indicate that the steamers which have been sent to Argentine to load flaxseed have been taken for other cargoes and, therefore, this will have a material effect on the quantity of flaxseed which it is expected will move, possibly during the month of January.

"The Calcutta market in London has been advancing, while the Argentine market has been declining. This is due to the fact that there is a great scarcity of steamers to carry cargoes from India, and furthermore, it is almost impossible to get through the Mediterranean now. Insurance rates have advanced abnormally and freight rates have been going up by leaps and bounds. It is a foregone conclusion that Great Britain will see that war supplies and foodstuffs are carried in preference to flaxseed or other merchandise.

"In reference to our own market, last week showed a continual advance, while on Monday of this week the market reacted slightly. On Tuesday May showed an advance of 2¾c over Monday's quotations, closing at $2.24½. The ships which are plying between New York and foreign ports are of the very smallest class, and under ordinary conditions could not be operated for anything but nearby cargoes. On the other hand freights have advanced to such a degree that these small steamers can profitably cross the ocean. This will indicate the great scarcity of freight room. Sailing vessels are commanding unheard-of prices. All of this would indicate that the movement of the Argentine crop, regardless of its size, is going to be most difficult.

"It is also a fact, Friday, that there is a great scarcity of linseed oil in England. Prices have advanced materially, and crushers in that country will be keen competitors of the United States' buyers for any foreign seed. It can also be said that Argentine seed is being offered to the United States' buyers in liberal quantities c. i. f. at much below our present market. As this presents a perplexing situation, we must leave our readers to determine for themselves what they believe will be the outcome."

Paint Men Defeat Hardwaremen

Toronto, Ont.—One of the most strenuous games of hockey this season took place in Sunnyside rink on Tuesday night, when the "Samson" seven of H. S. Howland, Sons & Co. went down to defeat before the star team of Sanderson, Pearcy & Co., by a score of 7 to 4. The strength which has recently developed in the paint markets is said to have helped the winners.

The Brooms you'll never hesitate to boost to the best class of trade because they never fail to give the best kind of service.

It's to your interest to recommend the **best** every time, for there is nothing more annoying to the housewife or more injurious to your broom department than poor broom service.

Boeckh's Brooms

Made in Canada

are strong and securely sewn, so that there is no danger of the inconvenience of loose strands of corn being strewn about the room. They are made of selected corn with soft velvety tip. They remove dust and dirt without undue wear upon broom or carpet.

And besides giving long, satisfactory wear to the user, they pay a good margin of profit. Our travellers are now showing samples of our newest designs in

Ideal Carpet Brooms "A," 5 Strings. Ideal Carpet Brooms "B," 4 Strings. Jewel Carpet Brooms, 4 Strings.

There's no better time than now to get full details and prices.

THE BOECKH BROS. COMPANY, Limited

TORONTO, CANADA

There's never a complaint with JAMIESON'S PAINT

Its quality is complaint-proof.

Its working qualities are complaint-proof.

Its finish and durability are complaint-proof.

Its price, profit and proposition are very attractive.

SELL TO A MAN ONCE AND HIS ORDER IS SURE TO REPEAT

Drop a line for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

SOME PRINCIPLES OF SALESMANSHIP

(Continued from page 37.)

weak points, and use this knowledge to its best advantage, will, nine times out of ten, get in such close touch with him, that he will succeed in closing his sale.

Some buyers need coaxing to a certain extent. Some will want to argue and trip you up, and by taking you unawares, endeavor to get the best of the bargain. Some buyers are looking only for price instead of quality and service.

It is very seldom that any buyer is looking for you with outstretched arms to welcome you. After all, the orders which are hardest to get are the ones most appreciated. The salesman is in a true sense an educator.

Many new lines are being introduced to the public every day and if the article has the proper merit, the price asked for it is right, if it is backed up by the house and the salesman—you are justified in asking the time and attention of your prospect. Always make your customer feel that your business is going to prove profitable and beneficial to him. Some salesmen have been known to have talked themselves out of an order after they have once had it. So be careful and know just when to end your argument.

More salesmen fall down in closing their sales than at any other time. If you failed to make your sale be good-natured about it, or at least do not show your disappointment, but keep up your courage, for at some future time success will come from your efforts.

We read a great deal nowadays about "Clean Up" day and spring medicines to tone up the system, etc. This is the season for house cleaning, to get rid of the germs of laziness and lack of interest in our work and take our medicine regularly and faithfully. If you have a wife or a sweetheart, take her in your confidence and get her interested in your personal work. She will help you and inspire you. Be like Willard. Go into the fight to win. He said all during the big fight his thoughts were of his wife and children. Read up in books and magazines all you can about things pertaining to your business. Remember: Science is Knowing and Art is Doing.

If you want to reach the top round in the ladder of successful salesmanship, make up your mind to start to-day to take advantage of every opportunity which knocks at your door. Don't be afraid to work. Work with your brain as well as your hand and foot. Learn to think and use all the faculties with which God has blessed you.

The responsibility rests with every man as an individual and it is up to YOU to make your life a success or a failure.

WINNIPEG MARKETS

(Continued from page 45.)

of a sale in this country, such as copper, galvanized wire top nets. The demand for brackets and balls is expected to be exceptionally good this year.

From the way orders are coming in now, it would appear that Western dealers are going to buy larger supplies than ever this year. As is well known, the profit on sporting goods is big, and is easily made when industrial conditions are favorable to sport.

EDMONTON

EDMONTON, Jan. 13.—With the close of the year's business stocktaking is now under way, and it is anticipated that stocks will be found to be very low. Quietness prevails after the brisk holiday trade, which gives an opportunity to straighten up and re-arrange the goods and bring forward odd lines for sale. Salesmen are starting out on their former routes again, and are looking forward to booking even more than the usual amount of spring orders. Prices in most lines are higher than a year ago. Boiled oil is quoted at $1.09; raw, $1.06; turpentine, 94c; putty in drums, $4.20; putty in bladders, $4.00.

WEEKLY PAINT MARKETS

(Continued from page 51.)

facturers of white lead to raise their prices. The market is firm at the new schedule.

Gasoline.—The market is very firm, and prices will no doubt be higher in the near future. There is a considerable demand locally for gasoline even during the winter, but the heavy consumption, on account of the war, is greater and has created a scarcity, while production is practically stationary. Crude oil is advancing steadily, and visible supplies are getting scarce.

Mixed Paints.—The steady advance in lead, zinc oxide and linseed oil will most probably result in higher prices for ready-mixed paints. There is a feeling in the trade that higher prices are inevitable.

Pumice.—There is now a scarcity of pumice, as supplies are hard to get from Italy owing to the war. Prices are rising, and pumice is now quoted at 4¾c in barrels and 6c per lb. in small lots.

Glue.—The market has been firm for some time, especially for imported glues, which are greatly affected by the high ocean freight charges and higher cost of production in England. Imported glues have advanced about 2c per pound.

Putty.—The proposed advance in putty, referred to in last week's issue of Hardware and Metal, is now in effect. Standard putty is now 15c higher, with 70c per 100 lbs. extra for pure putty. The following are the new prices for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

Oil Goes Still Higher

Just as Hardware and Metal is going on the press word has arrived that a number of firms have further advanced their prices in linseed oil and the prices in effect are now as follows:

	Raw	boiled
1 to 2 barrels	$1.09	$1.12 per gal.
3 to 5 barrels	1.08	1.11 per gal.
6 to 9 barrels	1.06	1.09 per gal.

SHEET METAL WORKERS' COURSE

(Continued from page 35.)

points thus obtained will give the outline of opening required to receive branch.

The problem in Fig. 2 is worked out in the same manner as described for Fig. 1.

Care should be taken to allow material for lapping at the joint, as shown by dotted lines at B-L-G, which will require to be turned down to fit the pipe.

Allowance must also be made for locking or seaming the joints at N-N and O-O on both patterns.

"THE HAND-TO-MOUTH DISEASE"

In the agricultural and daily papers a good deal has been said from time to time about hoof-and-mouth disease. The retail paint trade has a sort of distemper that is even worse. It attacks buyers frequently without warning, and is described by a contemporary as "the hand-to-mouth disease."

"How are things looking? Is business picking up?" "Yes, I believe things are looking very much brighter." "Glad to hear you say so, I have some things here that will sell." "No, no; I don't need them just now; come round again next week." "I can't; I have to work my whole ground. Order them now; you know you'll want them, and they can't get here before you are out."

There is too much of this business procrastination. It is sometimes right to buy in small quantities, but it is wiser to buy the goods just a little ahead of when you need them. It is quite time to check the hand-to-mouth business, and bring the manufacturer, wholesaler, retailer and consumer to apply the well-known remedy—confidence.

Among the Travellers

F. W. F. Davis, of Sanderson Pearcy & Co., Toronto, was elected as a director of the Toronto Commercial Travellers' Association.

W. J. Cowan, who for some years has been connected with the sales staff of Rice Lewis & Son, Ltd., Toronto, has joined the travelling staff of A. Ramsay & Son Co., Montreal, and will represent the latter company in Toronto territory.

This Mark Guarantees

the only Berea Grit Grindstones—protection to dealer and customer—fair treatment — quick delivery — mighty good profit. Here are swift-grinding stones that never wear humpy—famous for 50 years — specially selected for your class of customers—

EMPIRE MODEL
to run by Gas Engine

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers.

It will be a good business stroke to write us for illustrated Trade Price List and a copy of our famous book, "How To Keep Mail Orders At Home." Tell us the name of your jobber.

The Cleveland Stone Company

Leader-News Bldg., Cleveland, O.

CANADA FIRST

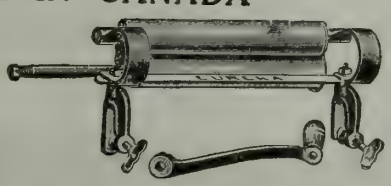
Clothes Wringers

Every Kind for Every Need

Hardwood Frames
All-Metal Frames
Plain Bearings
Steel Ball Bearings
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere



Cummer-Dowswell, Limited

HAMILTON - - ONT.

SOLD EVERYWHERE

THE large and constantly growing demand for Berry Brothers' varnishes is based on such a firm foundation that it cannot be shaken.

Since our label first appeared in 1858 the call for Berry Brothers' varnishes and enamels has steadily increased. Their uniform excellence has always been maintained and the label of Berry Brothers is accepted without question by varnish buyers as a guarantee of quality and a sure protection against inferior varnishes.

You can insure satisfactory and profitable varnish sales, and increase the volume of your varnish business by making a leader of Berry Brothers' lines.

Here are four of the most saleable wood-finishing specialties:

Luxeberry White Enamel

Makes a permanent snow-white finish in either dull or gloss effects.

Liquid Granite (*for floors*)

Also for all interior work exposed to hard wear such as bathrooms, window sills and casings, etc. Waterproof lasting, mar proof.

Luxeberry Wood Finish (*for general interior work*)

Develops and preserves the grain of all woods, and makes a permanently beautiful finish.

Luxeberry Spar (*for exterior use*)

Made especially for durability under outside exposure. Front doors, store fronts, marine finishing, etc.

Write for our price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Factories: Detroit, Mich.; Walkerville, Ont.; San Francisco, Cal.

Branches in all Principal Cities of the World.

(206

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 13.—The tension in the paint situation as regards prices on ready-mixed lines increases. Since last report there has been a big advance in white lead, with prospects of higher prices almost immediately, and at the same time linseed oil has gone up to levels where some firms have considered it advisable to withdraw quotations altogether. When it is considered that the price basis last fall was regarded as being lower than warranted, and that since there has been nothing but an upward procession of practically all the important ingredients, there can be no doubt but that higher quotations are not only warranted, but are forced upon the manufacturers—further, they will probably be substantial. The only influences which are deferring the ascension are the already abnormally high position of the market, and the fact that manufacturers are at all times reluctant to raise their prices in the midst of a selling campaign. The hope of a reaction, which was previously a factor in keeping prices down, has been dissipated by the recent advances which have further deferred a return to anything like normal conditions.

Although, owing to the fact that in many districts in Quebec Province the holiday season is continued throughout the first week of the year, it is as yet somewhat early to judge of the trade conditions, reports are generally satisfactory, and indicate that retailers appreciate the present position of the market and the prospective higher prices, and are taking advantage of the situation to protect themselves on their stocks.

Oil Market Upset.—The linseed oil market, which for months has been in a very unsettled condition, has recently been entirely upset by the upheaval in the flax market. On the head of an upward movement, which has been of a rapid character in the past few weeks, about 12 cents a bushel has recently been added. Under the circumstances, quotations are little better than nominal, and some firms have withdrawn their prices altogether for the time being. One sales manager expressed himself: "We are not quoting because we don't want to sell; we don't want to sell because we can't buy—and we wouldn't buy if we could." In other words, it is evident that grinders consider that flax at present prices is out of reach, and if it continues at this level, new high records in the oil market will be established. Quotations heard indicate that business is being done by most houses with regular trade at from 96c to $1, and 99c and $1.03 for raw and boiled, respectively, in single barrel lots.

White Lead.—Following immediately on last report, there was an advance of 50 cents on white lead in oil, and this has been an important factor in adding to the tension in the mixed paint situation. Further than this, the pig market has been showing still higher quotations, and there has been an additional increase of 25c on dry white lead. Considering the position of pig lead and the rising costs of linseed oil, a further advance on white lead in oil is a logical prospect; opinion in the trade is that another 25c will be added almost immediately, unless there is some reaction. Quotations now are:

Five ton lots	$10 25
Single ton lots	10 55
Less than ton lots	10 85

Turpentine.—There is little or no change in the situation as regards turpentine, and the firm tone continues. Business generally is being done on a basis of 82c for single barrels, with the usual allowances for larger quantities.

Gasoline and Benzine.—The movement of gasoline and benzine is light, but this is usually the case at this season of the year. Quotations maintain the recent advances and are generally firm. Prices are as follows:

Gasoline, in barrels	27c
Gasoline, in drums	25½c
Gasoline, tank wagon	25c

Benzine 1c lower.

Putty.—The advances in putty, which have been regarded as a logical development for months, have finally gone into effect, being 15c on commercial and 25c on pure. In the first place, the higher prices are due to the increased cost of whiting as the result of higher ocean freight rates; this situation has existed for some time, but the change has been deferred until stocks in the country were largely exhausted. Then, in the case of pure products, there has been a further increase owing to the very high position of linseed oil. New quotations follow:

Bulk, in casks	$2 55
Bulk, 100-lb. drums	2 75
Bulk, 25-lb. drums	2 85
Bladders, in barrels	3 15

Pure putty, 70c advance.

TORONTO

TORONTO, Ont., Jan. 13.—The paint market is seasonably quiet, but prospects for good spring business are bright. Travellers are getting down to work, and some nice business has already been booked. The features of interest during the week have been the advance in white lead and further higher prices for linseed oil. The flax seed market is running wild, and higher prices are being recorded almost daily. A day of reckoning will come, however. Turpentine has also advanced during the week, and the market is stronger. Higher prices for putty have been expected for some time, so the new schedule in effect now was not a surprise. Higher prices for gasoline are expected, as there is no improvement in the crude oil situation. Mixed paints are also expected to advance, as the cost of all ingredients has risen considerably since the present schedule went into effect. Glue is another product which has advanced, particularly imported glues, which are, of course, affected by the prevailing high ocean freight rates. Prices of glass are very firm, and a change in discount may have to be made on account of the steady advance of prices in the States.

Linseed Oil Again Advances. — The market appears to be out of control and prices continue to advance. The demand is very light, but conditions in the flax seed market are affecting prices of oil. Seed is now quoted at $2.10 at Winnipeg, but there is none coming down East to the crushers, who will soon feel the effects of the shortage of supplies. While ever present conditions prevail in the flax seed market, there is little prospect of any pronounced reaction in the price of oil. At the same time the situation is such that it is very difficult to say what will happen except that it is probable that prices of oil will go still higher, but how much higher remains to be seen. The range of prices has closed up considerably, and the following quotations are generally heard in Toronto, being 2c higher than last week:

	Raw.	Boiled.
1 to 2 barrels...	$1.00	$1.03 per gal.
3 to 5 barrels...	0.99	1.02 per gal.
6 to 9 barrels...	0.97	1.00 per gal.

Turpentine Up.—The market is firmer this week, and prices have advanced 2c. Stocks of turpentine in Savannah are getting low, which will have a tendency to stiffen prices. The demand locally is light, and quotations are firm as follows: 1-barrel, 87c; 2 to 4-barrel lots, 86c; and 5-gallon lots, 95c per Imperial gallon.

White Lead Advances.—As Hardware and Metal was going to press last week word was received that lead in oil was to be advanced. At a later date it was announced that the price was increased 50c, making pure white lead $10.70 per 100 lbs. in ton lots. The steady advance in pig lead made it necessary for manu-

(Continued on page 48.)

B. FIVE FEATURES B.
That Attest Its Excellence

Covering Capacity

BRANDRAM'S B. B. GENUINE WHITE LEAD will cover the maximum amount of surface, 100 lbs. thinned with 5 gallons of Pure Linseed Oil, covering 4,500 square feet, one coat over primed wood, giving a thoroughly covered surface.

Ease of Working

BRANDRAM'S B. B. GENUINE WHITE LEAD works out under the brush easily and freely, saving time and giving the best results.

Protective Power

BRANDRAM'S B. B. GENUINE WHITE LEAD when properly applied will not peel, check or crack. It wears away gradually and after its long life, leaves the building in a good condition to receive a fresh coat of paint.

Properly Proportioned

BRANDRAM'S B. B. GENUINE WHITE LEAD is regulated to contain exactly the proper amount of carbonate of lead to hydrate of lead, giving an even texture paint with large covering properties.

Whiteness

BRANDRAM'S B. B. GENUINE WHITE LEAD is the whitest heavy-bodied white lead known, and gives the most beautiful finish of any white lead yet produced.

These five features commend B. B. to both the dealer and the consumer and account for its rapidly increasing sale in Canada.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb.....65 68
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $11.15, Montreal, $10.90; net extras, as follows, subject to cash discount only: Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE	Montreal	Toronto
Single bbls., gal.	0 26½	0 27
Drums, gal.	0 24½	0 25

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 60%.
Carriage Bolts ($1), list, 7-16 in., 45%.
Machine Bolts, ⅜ in. dia. and smaller, 60%.
Machine Bolts, 7-16 in. dia. and larger, 50%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 50%.
Sleigh Shoe Bolts, 7-16 in. dia and larger, 45%.
Coach and Lag Screws, 65 and 5%.
Skein Bolts, 60 and 10%.
Square Head Blank Bolts, 50%.
Bolt Ends, 50 p.c.
Plow Bolts, 50%.
Elevator Bolts, 50%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 40%.
Nuts, square, 3½c off list.
Nuts, hexagon, 3½c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75 and 10%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods base ¼ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz......... 6 50
Size 14x60 ins., doz......... 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 80
Weighted, 25 lbs., per doz. 19 24

BUTTS.

No. 804 and 840, 65%; No. 800 and 838, 60%; No. 802, 55%; No. 808, 55 and 5%; No. 810 and 814, 45 and 5%.
Ordinary, 52 sheets 3 50
All bright, 52 sheets...... 5 00

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%
Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1 000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr... 0 80 ....
Carpenter, red, gr.... 0 80 ...

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common sold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $7.35; 5-16, $5.95; ⅜, $5.15; 7-16, $4.95; ½, $4.75; 9-16, $4.75; ⅝, $4.60; ¾, $4.50; ⅞, $4.35; 1, $4.20.

Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5 $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.....	35 00	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	36 75	29 50
Copper sheet, tinned, 14x60, 14 oz.	43 50	35 00
Copper sheet, planished, 14x60 base.	47 00	38 00
Braziers' in sheets, 6x4 base	35 00	29 50

CORD (SASH)

No. 6, lb. 0 30½
No. 7, lb. 0 29½
No. 8, No. 9, No. 10, No. 12 0 29

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.... 5 50

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 3 70
All bright, 52 sheets .. 5 00

	Apollo	Galvanized Crown	Gorbals
18x24x52	6 25	6 25	6 25
60	6 50	6 50	6 50
20x28x47	6 75	6 75	6 75
20x28x94	13 50	13 50	13 50

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 60
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.50; 200 lbs., $9.25.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each .... 2 .0
Baby Ben, each 2 10

CROWWBARS 3¼ to 3½c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.

We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Moore's House Colors

There's beauty in the selling qualities, the profit, the appearance and the durability of Moore's House Colors

Moore Agents are universally satisfied.

If we are not already represented in your vicinity, drop us a card right now for details re our exclusive agency proposition.

Benjamin Moore & Co., Limited, West Toronto, Canada

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., $14.
Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney & Foot, Arcade .. 72½
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 72½

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 37½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 65 and 5%; plugs, 65 and 5%.

London discounts: Malleable, 40%: bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Hollow and pressed steel.. 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 27
Drums 0 25½
Tank wagon 0 25

Toronto.

Any quantity, in bbls...... 27½
Drums, 40-gal., per gal..... 24½
Tank wagon 24
Present Price:
14 and larger 4 90
12 and smaller 5 50
Another advance expected.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15
Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt. 6 85
Masons, 5 lbs. and over, per cwt. 8 10
Napping, up to 2 lbs..... 0 10½

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.
Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs......	$1 35	$1 10
5 in., doz. prs......	1 60	1 30
6 in., doz. prs......	1 75	1 35
8 in., doz. prs......	2 40	1 80
10 in., doz. prs......	4 20	2 95
12 in., doz. prs......	5 20	4 85
14 in., doz. prs......	5 95	5 20

London price figured net at 37½%.

Light.		
3 in., doz. prs......	0 38	0 38
4 in., doz. prs......	0 45	0 41
5 in., doz. prs......	0 53	0 49
6 in., doz. prs......	0 64	0 56
8 in., doz. prs......	0 94	0 68
10 in., doz. prs......	1 30	0 90
12 in., doz. prs......	2 25	1 70
14 in., doz. prs......	....	2 05

Heavy tee and strap discount, 33 1-3%.

Light tee and strap discount, 65%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs... 5 50
Over 14 in., per 100 lbs.... 4 90
Larger 4 60
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind. discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 10%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft...... 0 14½
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 35	2 60
Refined iron, per 100 lbs.	2 60	2 95
Horseshoe iron, per 100 lbs.	2 60	2 85
Norway iron	5 75	5 25
Mild steel	2 70	2 75
Band steel	2 70	2 50
Sleigh shoe steel...	2 70	2 60
Domestic	2 70	2 50
Reeled machinery steel	3 30	3 50
Tire steel	2 80	2 95
Toe calk steel	3 60	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.		0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17¼
Spring steel	3 35	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05

Montreal, 25%; Toronto, 20%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $11 00
72x30, 26 gauge, case lots.. 11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain... 5 00
Sad irons, common, plated.. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each.... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless . ... 20c ft.
Extra Heavy .... 28c ft.
Mechanic .... 25c ft.
Hercules .... 23c ft.
Decorator ....18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each $2 00
B.T. Standard .... 16c ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 50c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension)

20 ft. each $2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet. plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Bobs A.C., doz...... 2 00
Copper, well jap'd. 11 25

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Cold blast, London 0 50
Prism globes 1 20
Cold blast, short ruby 2 00
Cold blast, common ruby... 2 00
Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
23-gauge, galv. metal lath.. 0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft.	10 00	9 50
Sheets, 3½ lbs. sq. ft	9 90	9 25
Sheets, 4 to 6 lbs. sq. ft.	9 75	9 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A 9 00
New Century, style B..... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, com-
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling ....Net 9 50
B.T. Bonnie, style A... " 4 25
B.T. Bonnie, style B... " 4 50
B.T. Ideal .... " 6 00
B.T. Ideal Power ...... " 7 00
B.T. Ideal Water Motor " 12 00
B.T. Cyclone .... " 6 00
B.T. Cyclone Water Motor .... " 12 00
B.T. Vollmar, No. 2.... " 6 00
B.T. Vollmar, No. 3.... " 6 50

This trade-mark stands for more than QUALITY in Paints and Varnishes

IT is a sign for S-W agents that means service, prompt and careful attention, and close co-operation in selling Sherwin - Williams paints and varnishes.

It means good-will for your store and will help to make your sales larger each year. Let it work for you, not against you.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 8 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails. Toronto, $3.05 base; Montreal, $3.10 base; London, $3.05 base; Collingwood and Owen Sound, $3.10 base.

Cut nails — Montreal, $2.90; Toronto, $3; London, $3.15.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING

Per rod

Invincible, 1640 .... 0 56
Invincible, 1848 .... 0 61
Invincible, 2060 .... 0 67
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 10 75
U.S. Navy (American)..... 10 00
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 5 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 22	0 28
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4½c lb.
Tea lead, chest, 4½c lb.
Lead (heavy) pipe, etc., 5½c.
Brass, heavy, 11¾c lb.
Brass, light, 9¾c lb.
Zinc, heavy, 12¾c lb.
Copper, heavy, 18½c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 13c lb.
Compos. turnings, No. 1, 11¼c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 11
Coarse, sewer, lb. 0 09

PAPER, ETC.

O.K. Paper, per roll 0 95
Resin sized Fibre, per roll. 0 42

Per 400 ft. roll

Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone 0 62
Dry Cyclone 0 50
Tarred Fibre, Good Luck Brand 0 62
Dry Fibre, Good Luck Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 .... ·30

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 75
Asbestos Bldg. 3 25
Tarred felt 2 45
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	4 40	3 90
7 lbs., doz.	4 70	4 20
7 to 8 lbs., doz.	5 00	4 50
8 lbs., doz.	5 50	4 00
9 lbs.	6 15	5 65

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count. Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 40	$ 3 81
½ in.	2 98	4 63
¾ in.	3 45	5 69
1 in.	5 10	8 42
1¼ in.	6 90	11 59
1½ in.	8 25	13 61
2 in.	11 10	18 32
2½ in.	17 55	28 96
3 in.	22 95	38 87
3½ in.	27 60	45 54
4 in.	32 70	53 96

Lapweld.

2 in.	$ 12 58	$ 19 80
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 05
4½ in.	41 91	66 68
5 in.	48 84	77 70
6 in.	63 36	100 80
7 in.	85 68	136 90
8 in.x25 lbs. per ft.	90 00	143 80
8 in.x28 lbs. per ft.	103 70	165 60
9 in.	124 20	198 40
10 in.x32 lbs. per ft.	115 20	184 00
10 in.x40 lbs. per ft.	148 30	236 90

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 75	2 75
Heads, per 100 lbs.	3 00	3 00
Tank plates, 3-16 inch	3 00	3 00

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 65%.

Copper rivets, usual proportion of burrs, 15 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.).... 2 45
2 ply R.R. 0 85
3 ply R.R. 1 10
2 ply R.R., complete in roll 1 35
3 ply R.R., complete in roll 1 50
Carpet felt 2 75 3 00
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 85
Ready 3-ply, Shield, per roll 1 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal., in barrels ...⅛...⅛. 0 17
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05
Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 13½
Italian rope basis 29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in. 0 25
¼ in. and larger 0 24

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 45
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 60
L Handle 3 60

SCRAPERS. Doz.

Medium $2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.

Per cent

Wood, F. H., brass........ 62½
Wood, R. H., brass........ 60
Wood, F. H., bronze 57½
Wood, R. H., bronze 52½
Drive screws 65 10 10
Set case hardened 65 10
Square cap 60 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 50	3 50
12 gauge	3 50	3 50
14 gauge	3 50	3 50
16 gauge	3 25	3 25
18-20 gauge	3 25	3 25
22-24 gauge	3 35	3 35
26 gauge	3 45	3 45
28 gauge	3 55	3 55

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square...... 12 50
20 gauge, per square...... 9 75
22 gauge, per square...... 8 50
24 gauge, per square...... 7 15
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 00
16-20	5 90	5 65	....
18-20	....	....	5 20
22	....	....	5 45
22-24	6 00	5 80	....
24	....	....	5 50
26	6 25	5 95	6 45*
28	6 50	6 25	7 00*

"Premier" galvanized sheets — 10¾ oz., $6.25; U.S. No. 28, $6; U.S. No. 26, $5.75; 22 and 24 gauge, $5.50; 18 and 20-gauge, $5.30; 16-gauge, $4.70; 14-gauge, $4.90.

Colborne Crown — 16-20 gauge, $5.30; 22-24 gauge, $5.50; 26-gauge, $5.75; 28 gauge, $6.

Apollo Brand.	Montreal	Toronto
14 gauge	4 90	4 90
16 gauge	4 90	4 90
18-20 gauge	5 10	5 10
22-24 gauge	5 20	5 20
26 gauge	5 30	5 30
28 gauge	5 80	5 80
10¾ ozs.	6 10	6 10

Add 25c for less than case lots.

*Exceptions.

SKATES

and other Sporting Goods you should carry in stock

Don't postpone ordering the seasonable lines named below. They are highly profitable to carry and will enhance your reputation for quality, varied selection, and enterprise. Mail your inquiries and orders — large or small—before the season is farther advanced.

Skates by Prominent Makers

Star Manufacturing Co. Skates.
Automobile Skates.
National, King, Victoria, Empire, Excello Special Skates.
Dunn's Hockey and Racing Skates.

Other Winter Sporting Goods

Hockey Sticks, Pucks, Sweaters, Knickers, Goalkeepers' Pads, Shin Pads, English-made Hockey Boots, Stockings, Toques, Gloves, Knee Pads, etc.; Curling Stones, Skis, Ski Harness, Snowshoes, Moccasins, and all kinds of Training Accessories, including Boxing Gloves, Punching Bags, Punching Bag Platforms, Basket Balls, etc.

Snow Shovels — For Immediate Shipment

We are Selling Agents for

U.S. POULTRY NETTING

Write for Prices and Catalog

Rice Lewis & Son

LIMITED

TORONTO ONTARIO

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40

Riveted back scoops, 1st, 2nd and 3rd grades, 45%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

Shovels, snow, 35%.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING

Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 35 cents.

SOLDER, WIPING.

Acme 0 22½
Commercial 0 23
Easy 0 22½
Star Extra 0 24
Strictly standard wiping.. 0 24¼

SPELTER
See weekly report.

STAPLES Per cwt.

	Montreal	Toronto
Fence staples, galv., in kegs	4 20	4 05
Fence staples, galv., 25 lb. boxes	4 45	4 30
Fence staples, bright, in kegs ..	3 35	3 20
Fence staples, bright, in 25-lb. boxes	3 60	3 45

Poultry netting staples, 10-lb. boxes 6 85
Poultry netting staples, 25-lb. boxes 6 45
Poultry netting staples, 100-lb. boxes 6 05
Solid, 3 to 30 lbs., per cwt.. 1 60
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS

Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.

Discount 80 and 20%.

NAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).

Discount 80 and 20%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.

Discount 80 and 20%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb. 0 12¾
00 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 26
3-ply 0 25

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	14 00	14 00
100 ft., 2 in.	10 00	10 00
100 ft., 2¼ in.	11 00	11 00
100 ft., 2¼ in.	12 85	12 85
100 ft., 3 in.	13 30	13 30
100 ft., 3½ in.	16 25	16 25
100 ft., 4 in.	20 75	20 75

TUBS

Samson Galvanized

No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Hercules

No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest

Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.

White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 70 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. ...13 00

WIRE. Copper wire, 25%.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Montreal: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.

Annealed Cut Hay Baling Wire, No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $3.20; No. 14, $3.25; No. 15, $3.35; No. 14, $3.40 London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $3.15 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls $1.70 per 100 sq. ft.; in 50-ft rolls, $1.75 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt

	Toronto	Montreal
Barb		3 95
No. 9, coil spring.		3 60
No. 9, plain galv..		3 55
No. 12, plain galv.		3 75
No. 13, plain galv.		3 80
O. & A., No. 10....	3 31	3 31
O. & A., No. 11....	3 37	3 37
O. & A., No. 12....	3 40	3 40

F.o.b. London: Barb, $3.55; No. 9, gal., $3.20; No. 12, gal., $3.35; No. 13, gal., $3.45; No. 9, coil spring, $3.25.

WIRE ROPE

Galvanized, 1st grade, 6 strands. 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop— Per cwt,

No. 12 ....$ 3 50
No. 13 .... 3 60
No. 13½ 3 65
No. 14 .... 3 75
No. 15 .... 3 95

WRINGERS, MOP

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS—Less 20 p.c.

White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 27½
Part cask	0 28	0 28

RAMSAY'S

"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay, Son & Co., Montreal

48 Colborne Street, Toronto, Ont.

167 Pender Street Vancouver, B.C.

Made in Canada

The only profitable brush to handle

It is the kind that brings buyers back FOR MORE

M & S 1852

Meakins Quality

MAKES STEADY CUSTOMERS OF THE BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY THAT ASSURES EASY MANIPULATION AND THERE ARE NO FALLING BRISTLES TO AGITATE THE USER.

Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $14 10
Weighted, 20 lbs., doz. ... 16 89

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs .. 0 11
Chrome green, pure 0 17
Italian red, 100 lb. kegs.. 0 04
Brunswick green, 100 lb. k. 0 06
Indian red, 100 lb. kegs .. 0 10
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 03
Venetian red, No. 1 .... 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs 0 02¼
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 16
Chrome yellow, pure 0 25
Golden ochre, pure 0 16
French spruce ochre, pure 0 14
Chrome green, pure 0 13
French permanent green, pure 0 17
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 10
Anchor Floorlustre 2 10
O.P.W. Sunshine White... 3 80
Old Dutch Enamel 4 00
Jas-per-lac floor enamel.. 2 00
Jas-per-lac art enamel.... 2 85
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

GLUE Per lb.

French medal 0 15
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 18
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 35 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.
James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 55	$10 70
C.P. Co. Decorators Pure	10 55	10 70
Crown and Anchor	10 75	10 90
Elephant Genuine	10 85	11 00
Green Seal	10 55	10 70
Moore's Pure White Lead	10 85	10 70
O.P.W. Pure English	....	10 90
O.P.W. Decorators Pure	....	10 70
Painters' Perfect	10 20	9 95
Ramsay's Pure Lead	10 55	10 70
Ramsay's Exterior	10 00	10 20
Tiger Pure	10 55	10 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots..$19 00
2 lb. pkgs., per 100 lbs... 16 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
200 lb. kegs, per 100 lbs... 9 60
300 lb. kegs, per 100 lbs... 9 25
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED. Per gallon (in quarts)

Brandram-Henderson's "English" $2 20
Benjamin Moore's "Egyptian" Brand 1 45
Canada Paint Co.'s Pure.... 2 20
Elephant 1 95
Fresco Tone 2 05
Jamieson's Crown and Anchor 1 90
Jamieson's Island City 1 95
Martin Senour 100% Pure... 2 20
Minerva 2 20
Moore House Colors 1 85
O.P.W. Canada Brand, Pure 2 00
O.P.W. Canada Brand, Floor 1 90
O.P.W. Canada Brand, Flat Wall 2 00
Ramsay's Pure 2 00
Ramsay's Thistle 1 60
Stephens' House Paint (Wpg.) 2 25
Stephens' Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 00
Senour's Porch Paint 2 20
Sherwin-Williams 2 20
Flat tone 2 10

PARIS, PLASTER.

Per bbl., London 2 25

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER. Pound.

1 lb. cans 0 11
2 lb. cans 0 11
5 lb. cans 0 09
10 lb. cans 0 08½
25 lb. cans 0 08
100 lb. kegs 0 07
½ Barrels 0 06½
Barrels 0 06

PUTTY.

Standard

	Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums	2 75	2 85
Bulk, 25-lb. drums	2 85	2 95
Bladders, in bbls.	3 10	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz...... 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Cutoff 2 10
Dreadnought, gal. 2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros....$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 60
Sun Varnish Stains 2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co.'s Sun Varnish ... 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite floor finish 2 25
Jas-per-ite exterior finishing 2 00
Jas-per-ite pale hard oil ... 1 60
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry white 4 50
Luxeberry spar 4 10
Luxeberry exterior 4 50
Mar-Not 2 70
No. 1 Furniture Varnish.... 1 25
Pure White Shellac Varnish 1 90
Pure Orange Shellac Varnish 1 75
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Watproof Floor Finish 2 50
Sun-Spar Varnish 4 00

WATER PAINTS.

Opalite, 300 lb. bbls....... 0 07
Opalite, 100 lb. kegs....... 0 07½
1 gal. package, per pkg..... 0 45
½ gal. package, per pkg.. 0 25
Coralite, 5-lb. pkgs. 0 04

WASTE (POLISHING).

Cream 0 16

WASTE, WHITE WIPING.

XXX Extra 0 13½
X Grand 0 12½
XLCR 0 11¾
X Empire 0 10¾
X Press 0 10¾

WASTE, COLORED WIPING.

Fancy 0 09½
Lion 0 08¾
Standard 0 08
Popular 0 07
Keen 0 06

WASTE, WOOL PACKING.

Arrow 0 20
Axle 0 14
Anvil 0 10
Anchor 0 08

WIPERS, WASHED COTTON.

Select White 0 09
Mixed Colored 0 07
Dark Colored 0 05½

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax 0 30
Ronuk Floor Wax, lb..... 0 [illegible]
Berry Bros. 0 37
Anchor 0 33
Old English 0 41
Johnsons 0 41

WHITING.

Paris white 1 25
Plain, in bbls. 1 10
Gilders, bolted, in bbls..... 1 25

Per 100 lbs.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

DRY COLORS

REDS, GREENS, YELLOWS
BLUES, PARIS GREEN

Made and Sold in Canada by

The Allan Munro Color Co., Limited

41 Britannia Street, Montreal

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.00; Swedish iron, $4.25; sleigh shoe steel, $3.25; spring steel, $3.75; machinery steel, $4.00; tool steel, Black Diamond, 100 lbs., $9.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting. 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65%; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 75%; sleigh shoe bolts to ⅜, 40 and 5%; 7-16 and up, 30 and 5%.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3 55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	65 2	6 25
28 Am. or 26 Eng.	6 00	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 20	5 25
18 20 Am. & Eng..	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 98c; boiled, per gal., $1.01.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $3.05 base; Winnipeg, $3.45 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, [illegible] 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, [illegible]; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 06

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 50%; flat head, brass, 55%; coach, 60%.

SCYTHES Brush, $8.50.
Grass, $7 50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	3 35
17-24 gauge	3 80
26 gauge	3 90
28 gauge	4 05

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat," No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.15 at Fort William; $3.55 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt., plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $3.55; 17 to 24 gauge, $3.80; 26 gauge, $3.90; 28 gauge, $4.05.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

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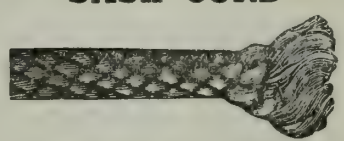

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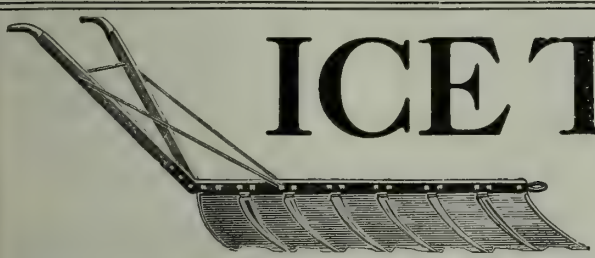

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The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.

Fishing Tackle.
Andrew B. Hendryx Co.,
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric.
Interstate Electric Novelty Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Flint Paper.
John Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Landers, Frary & Clark, New Britain.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Friction Hoists.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron.
Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
The Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Galvanized Steel Tanks.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware.
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland, Sons & Co., Toronto.
MacKenzie Bros., Winnipeg, Man.

Galvanized Wire.
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton
The Western Wire & Nail Co., Ltd., London, Ont.

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Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Richards-Wilcox Canadian Co., London, Ont.
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Trimont Mfg. Co., Roxbury, Mass.
The Stanley Works, New Britain, Conn.

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G. F. Stephens & Co., Winnipeg.

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Millers Falls Co., Millers Falls, Mass.

Glass Cutting Boards.
The Lufkin Rule Co., Windsor, Ont.

Glass Ornamental.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

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Toronto Plate Glass Importing Co., Toronto.

Glass Paper.
John Oakey & Sons, Ltd., London, Eng.
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Sharratt & Newth, London, Eng.
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Millers Falls Co., Millers Falls, Mass.
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Ross Rifle Co., Quebec.

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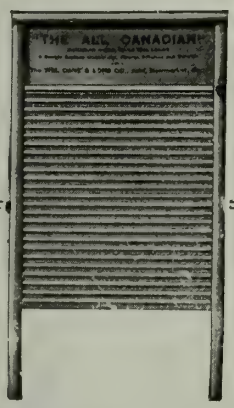

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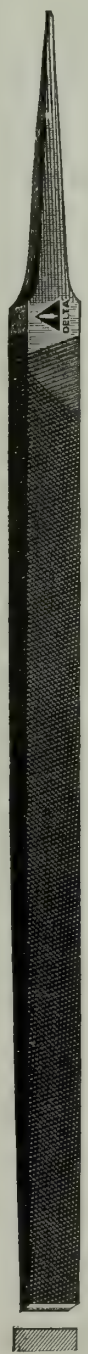

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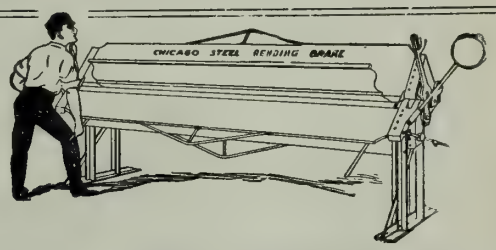

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By seeing that this exact mark is on each blade.
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Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers**, assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**
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are unequalled for cutting and wearing qualities.

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Agents: A. RAMSAY & SON COMPANY, Montreal.

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS.

A STRAIGHT TALK FROM THE MANAGER

No. 29

A SOURCE OF INSPIRATION

"I have found a vast improvement of late years in the advertising pages of Hardware and Metal," said Mr. Love, of the Love Hardware Co., London, in talking to a Hardware and Metal representative a few days ago.

"I find that the advertisements are now a real source of inspiration to me, and I can always count on getting ideas from reading the advertising pages, which are worth a good deal of money to me."

The development, which Mr. Love spoke of, has been chiefly in the direction of showing Hardware and Metal's readers how they could *sell* the goods advertised. This has meant a big change from the days when trade paper advertisements were all stentorian appeals to *buy* and *carry in stock* the products of the advertiser.

More and more, manufacturers are coming to the idea that, if a retailer sells their goods, he must of necessity *buy* more to replenish his stock. But he may sometimes be induced to buy goods which will remain on his shelves a long time for want of selling ideas to help him move them. So, Hardware and Metal's advertisements have become a source of inspiration to our readers. In fact, many dealers subscribe to Hardware and Metal largely on account of the valuable information contained in the advertising pages.

J. G. L.

"It is my opinion that for Big Game the Ross .280 Rifle is the best in the World."

B. K. Miller,
Wild Rose, Wis., U.S.A.

Mr. Miller adds:

"I have hunted and fished in various parts of the world, including British East Africa, but I have never seen a gun the equal of the Ross .280 for big game."

Hunters and expert guides wherever big game is found have learnt by experience that no sporting rifle on the market can approach the Ross .280 in power and accuracy.

The Ross .303 Sporting Models are also very popular—their accuracy, power and fine workmanship have earned them many friends.

Another good seller is the Ross .22 Cadet Rifle. It has been adopted by the Government for use by Cadet Corps and is a rifle that will meet every need of the outdoor man or boy. It is an accurate and reliable arm with sufficient power to kill any except the larger game.

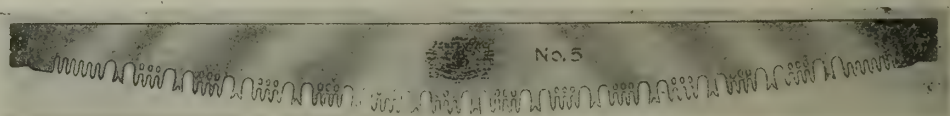
For catalogue, discounts, etc., address

Ross Rifle Company - Quebec

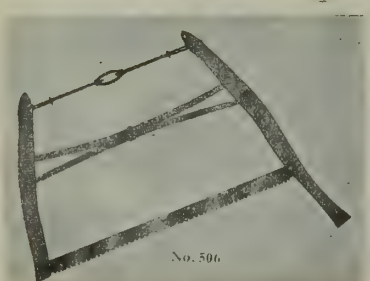
TWO PROFITABLE SAWS

ATKINS NO. 5 PERFECTION is the Finest Cross Cut Saw that has ever been made. The STERLING STEEL used, is as fine as razor steel. Our Dealers are making more profit on them because they are worth more and bring a higher price.

The entire line of ATKINS SAWS sell to the lovers of fine tools because they are covered by a Money Back Guarantee if they fail to give perfect satisfaction.



ATKINS STERLING STEEL PERFECTION, No. 5



Atkins Wood Saw Blades and Frames complete. Fully up to the Atkins standard.

E. C. ATKINS & COMPANY

Factory: Hamilton, Ont. 109 Powell St., Vancouver, B.C.

FIRE DOOR TERNE PLATE

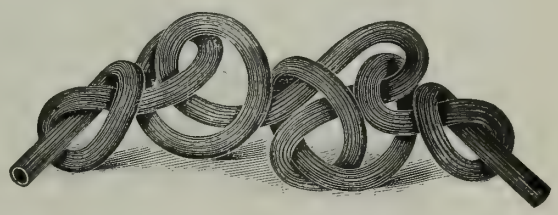
For Covering Fire Doors. Every Sheet Stamped.
Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

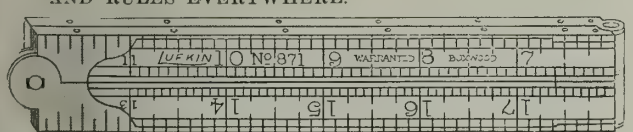
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

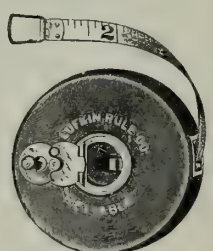
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ←→ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.





Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Thirty-Three

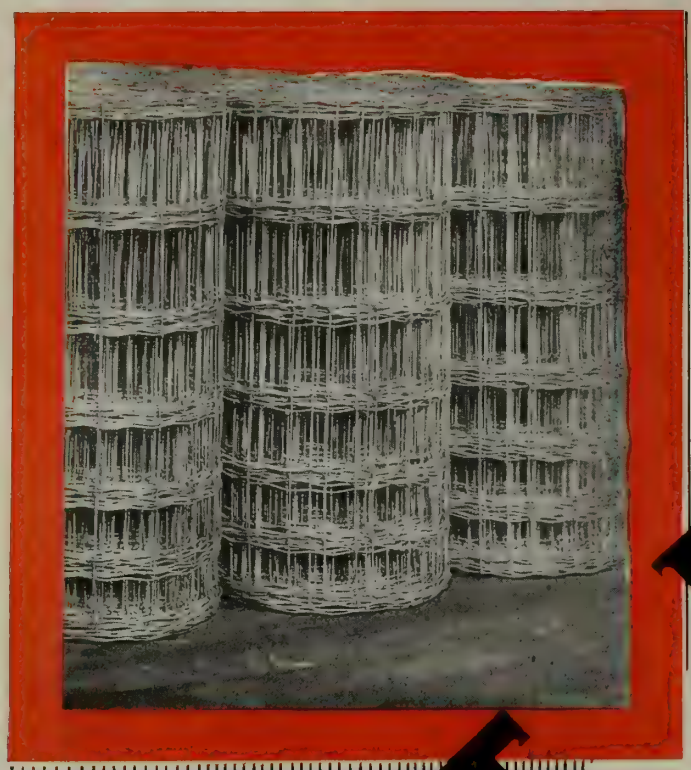
Take this little tip from me—Buy your Spring Delivery Sheets now, and if you can't get "PREMIER" GALVANIZED SHEETS, order the next best, but take no chances by putting off ordering. Sheets will be mighty scarce later on.

TINKER TOM.

Watch for Talk No. Thirty-four next week.

(14-V)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



FROST FENCE FIRST

If your territory has not a "FROST" dealer, here is your big opportunity.

We want Hardware men to realize what it means when we say that **we make our own wire.** The quality has got to be there or we are responsible. Unlike other Fence makers, we cannot excuse ourselves because the wire came from the States, etc., but we must stand behind it as to hardness, good galvanizing, and in everything that goes to make up right wire for a first-class fence. Moreover, we **do** stand behind it.

When Spelter or galvanizing is so high, what guarantee can other Fence makers give you that the wire they import has sufficient galvanizing on it to prevent rust?

THE FROST WIRE FENCE COMPANY IS THE ONLY COMPANY THAT CAN ACTUALLY CONTROL THE AMOUNT OF ZINC OR GALVANIZING ON THEIR WIRE.

There is "superiority in fences" just like anything else, and unless you look out for your customers, by handling the best line you can get, you soon lose those customers. You do not take chances when handling Frost products; because you'll get satisfied customers: the best remedy known to develop any business to the highest mark.

We manufacture: Woven Wire Fence, Galvanized Gates, Ornamental Wire and Iron Fence, Coiled Wire, Staples and Supplies, Oiled and Annealed Wire, Hay Wire and Bale Ties.

Get in touch to-day.

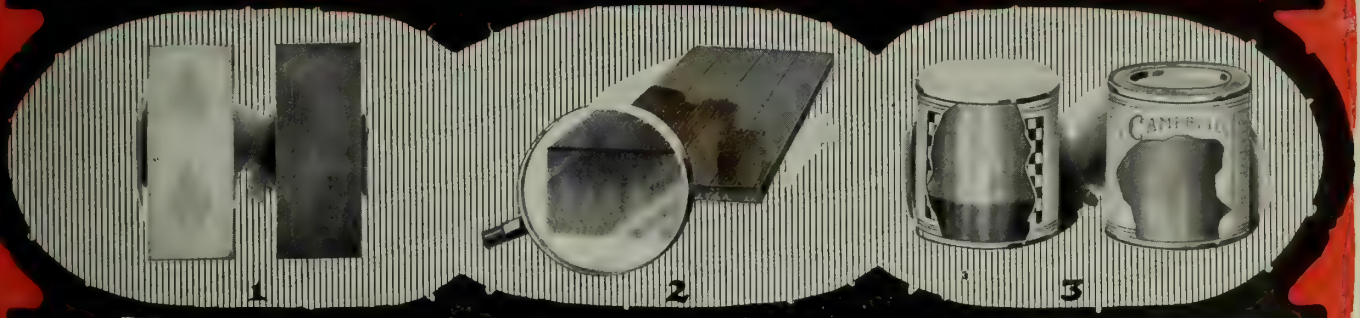
Frost Wire Fence Company Limited

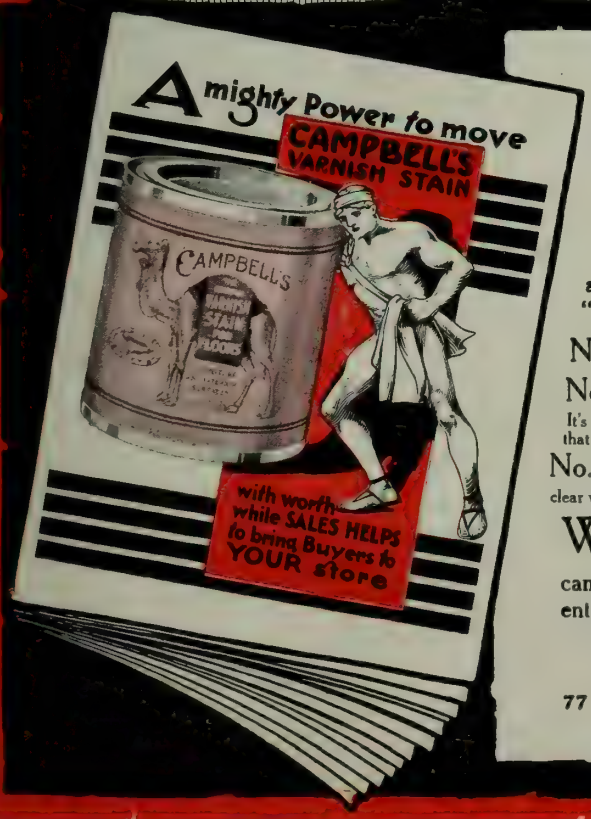
HAMILTON, ONT. **WINNIPEG, MAN.**

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 January 22
No. 4 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

CAMPBELL'S VARNISH STAIN
THE FIRST AND THE BEST
MANUFACTURED BY
Carpenter-Morton Company
MAKERS OF FAST SELLING PAINT SPECIALTIES
77-79 SUDBURY ST. BOSTON MASS.





A Forceful Selling Campaign

DURING 1916 Campbell's Varnish Stain will have the biggest selling campaign in its history.

The following three new selling features will be advertised in large space in such well known magazines as Saturday Evening Post, Ladies' Home Journal, Good Housekeeping, Delineator and dozens of others as well known. Link your store to a "winner" by using the window and store displays we furnish free.

No. 1 Campbell's Varnish Stain dissolves grease spots. We don't have to tell you what that means. Try it for yourself and see. Realize what this means to the housewife.

No. 2 Campbell's Varnish Stain penetrates deep into the very fibre of the wood. It's there to stay. That means that you can abuse and hammer it, but it will hold its own. It's tough and durable. Your customer doesn't come back to you in a month or so to tell you that her floor or furniture looks worse than ever.

No. 3 Let a can of Campbell's Varnish Stain stand as long as you please, but there will be no sediment—no mud at the bottom that you have to stir up with a stick. It's a fine and clear varnish stain—thoroughly unified.

WRITE for a copy of our "Sales Help" book illustrated in this announcement. It gives the complete story of our selling campaign and contains many suggestions that will help increase your entire business. Write for it to-day.

CARPENTER-MORTON COMPANY
Also Makers of Cow-Ease and Colorite Established 1840
77 SUDBURY STREET BOSTON, MASS.
Canadian Distributors: A. Ramsay & Son Co., Montreal, Que.

Made in
La Salle, Ill
— by —
Westclox

BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

Are You Using This Carborundum Sales Help?

WHY not let this Carborundum Razor Strop Display Hanger become your salesman? Hang it in your display window and watch your razor strop sales increase. The hanger is beautifully lithographed in eight colors and has twelve hooks from which to display razor strops. This display rack is furnished free to any dealer with the purchase of any assortment of twelve strops.

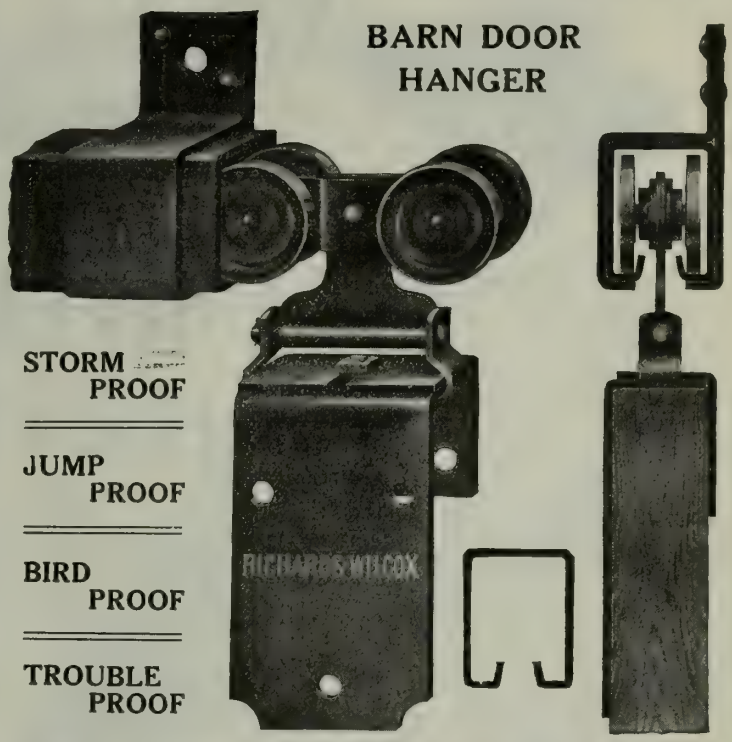
In taking your inventory, be sure that you have a good supply of Carborundum razor strops. Made from soft, velvety horsehide. The finest Carborundum powder is rolled into the corrugated side, thus giving both a sharpening and finishing strop.

Ask about our other free display offers

THE CARBORUNDUM COMPANY
Niagara Falls, N. Y.

CANADA'S VERY BEST

BARN DOOR HANGER



STORM PROOF

JUMP PROOF

BIRD PROOF

TROUBLE PROOF

Doors hung on the CHAMPION No. 321 are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

AXE HANDLES

Buy handles with a guarantee.

The quality of the Empire, Imperial, Peerless and Champion axe handles are guaranteed.

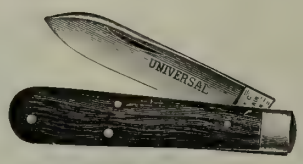
Made of the toughest hickory.

Well made and nicely finished.

Every handle labelled and packed in individual paper sack.

Get prices on them.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.



No. 31205. 3 in. Ebony Handles.

No. 31125. 3½ in. Ebony Handles.

UNIVERSAL Pocket Cutlery

Absolutely Guaranteed

No. 02104¾. 3⅝ in. Stag Handles.

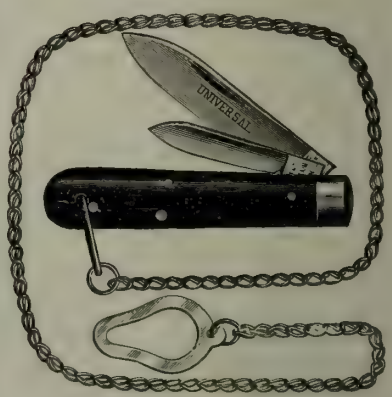
All **UNIVERSAL** Pocket Knives are forged from the highest grade steel, tempered to take and hold a fine, sharp cutting edge.

UNIVERSAL L. F. & C.

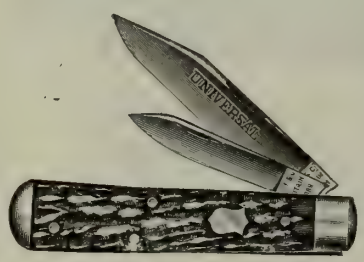
Made in the largest range of patterns shown in America. Each pattern distinctive and up-to-date.

Write for prices, descriptions, etc.

No. 0245. 3⅜ in. Stag Handles.



No. 32104C. 3⅜in. Ebony Handles.



No. 022393/4. 3⅝ in. Ebony Handles.

Stocked By All Leading Jobbers

No. 30266. 3½ in. Ebony Handles.

No. 03662. 3½ in. Stag Handles.

LANDERS, FRARY & CLARK, New Britain, Conn.

A. MACFARLANE & CO., Limited, MONTREAL, Canadian Representatives

A Fairly Good File

can be had in many brands now offered the trade, and a *"Good File"* will do *good work* for a *short time.*

It will never do the best work. It won't stand the test of severe and constant use,—every mechanic knows this—yet its initial cost is within a few cents of the price of the

Disston

which has, through years of persistent achievement and continued success, won the well-deserved reputation of being

The Best File Made:

A file which will, and does, stand up to the hardest kind of usage and *does the best work* for a longer time than any other.

These are the FILES which sharpen all Disston Saws before they leave the Factory.

In All Shapes and All Sizes

Through the High Quality and Reputation of

Disston Files and Rasps

We have grown to be *the largest jobbers of this class of Goods in Canada.*

The Disston Reputation, together with the unfailing merit of Disston goods, will build up *your* trade and create a confidence in the High Standard of *your* business.

Start Now; Put in a stock of Disston Files and Rasps.

All Disston Goods are Fully Guaranteed.

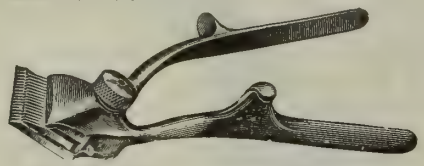
We are headquarters for Disston Goods.

LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

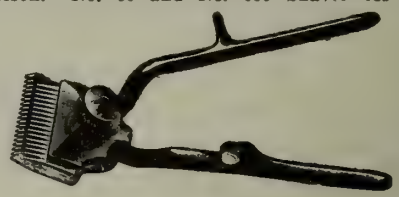
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

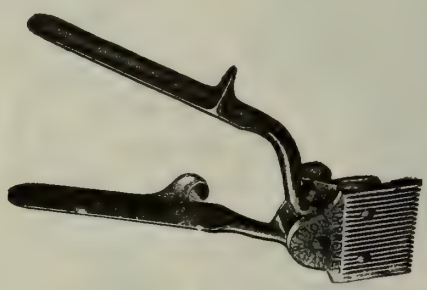


STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.

No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City

CADET
with visible spring, retailing at about $1.00.

FLY SCREEN WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

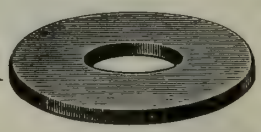
SAFETY FIRST

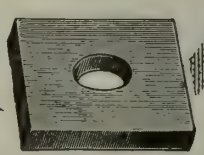
The season for **Spark Guards** and **Fireplace Fixtures** is now here.
We make a complete line.
Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVE
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Wrought and Steel Plate WASHERS
of all descriptions





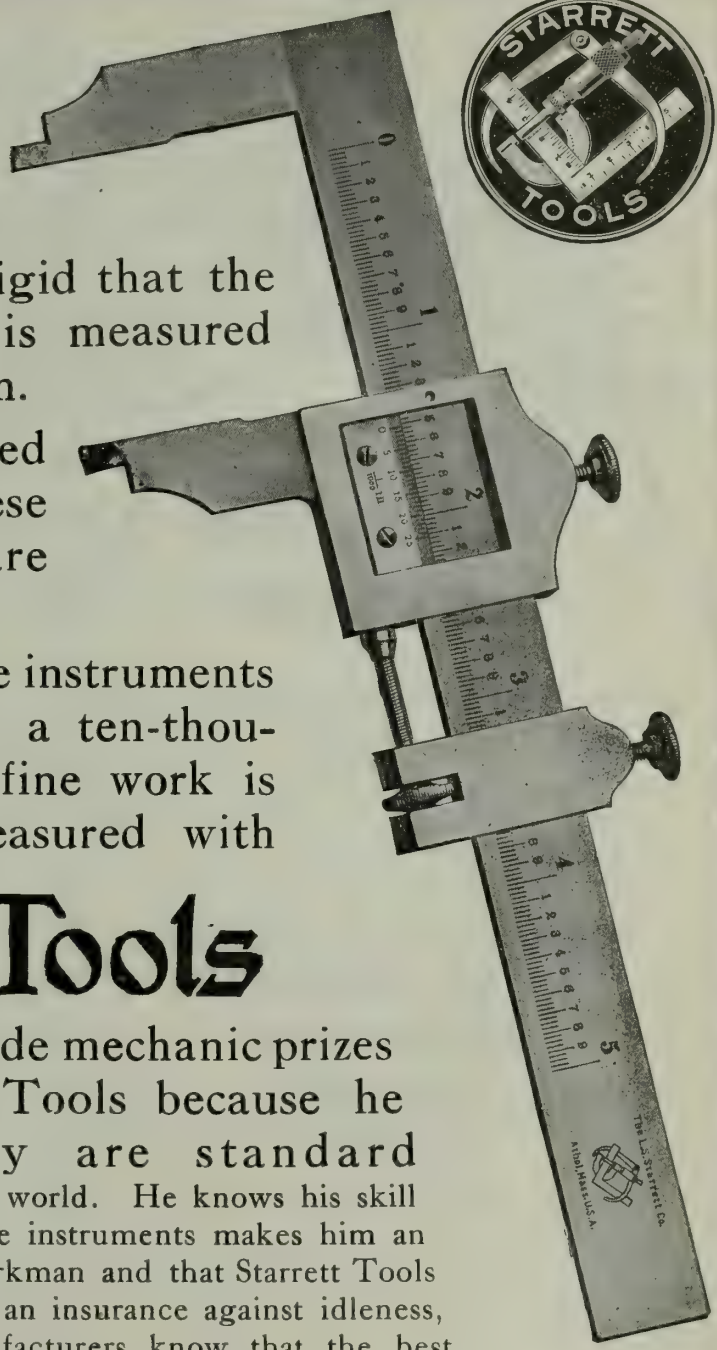
Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Accuracy



INSPECTION in modern factories has become so rigid that the accuracy of workmanship is measured to the thousandth of an inch.

Think of the accuracy required in the factory where these measuring instruments are made.

In the Starrett factory, where instruments are made that measure to a ten-thousandth of an inch, all the fine work is laid out—scribed and measured with

Starrett Tools

Every high-grade mechanic prizes his Starrett Tools because he knows they are standard throughout the world. He knows his skill aided by these instruments makes him an accurate workman and that Starrett Tools are almost an insurance against idleness, for manufacturers know that the best workmen use the best tools.

Starrett Tools include 2100 styles and sizes of fine instruments—steel rules, tapes, squares, levels, hack saws, calipers and dividers, micrometers, gages, speed indicators and many others.

BY INVITATION MEMBER OF

WE DEAL DIRECT WITH HARDWARE STORES

Send for Free Catalog No. 20-M.A., prices and terms.

THE L. S. STARRETT COMPANY

"The World's Greatest Tool Makers"

ATHOL, MASS.

New York **London** **Chicago**

You Keep Your Store Open

just so long as you get a quick turnover on goods with a fair margin of profit.

Nowhere else can you find a line of files that gives you such a quick turnover as the five following brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

With an output representing 90% of Canada's file requirements, they may justly be termed Canada's national files.

With a continuous, never-let-up campaign educating your customers on the economy of throwing away half-used files, the demand for the "famous five" is rapidly increasing.

It only remains for you to impress upon your customers that when a file is half worn, its efficiency point has been passed. They are wasting time and losing money by its continued use.

You'll sell two files where you now sell only one. Good business for you.

Nicholson File Company
Port Hope, Ontario
(JOBBERS EVERYWHERE)

The Children of Purity

Introduction:

The marriage of **Purity** and **Scientific Care,** which was celebrated at Middletown some ten years ago, was one of the greatest social events of the Iron World. The usual gloomy prophecies had been made by the old croakers who figure as friends of the family, but the young couple have disproved all these predictions, and to-day are farther than ever from the divorce court. They still reside at Armco Mills, where they began their first simple house-keeping, although their quarters have been greatly enlarged and modernized.

Four hearty and happy children have blest the union. So rapid has been their development that the family is already famous throughout the country, and echoes of their accomplishments are heard in the far corners of the world.

The eldest and best known is **Rust-Resistance,** a sturdy, two-handed young scrapper, who never comes home with anything worse than a bloody nose, and usually with hardly a scratch, while the Rust boys of Corrosion Alley are a sight to be seen.

The younger children, named Welding Quality, Enameling Property, and Electrical Conductivity, are altogether a sight to warm the heart of the anti-race-suicidist. Each one of these sturdy offspring is worthy of and will receive a chapter in this chronicle.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

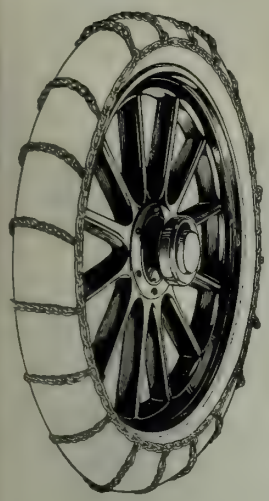
The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco (American Ingot) Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

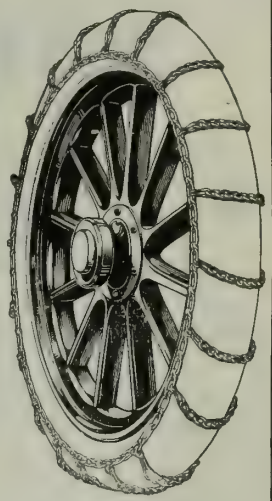
District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.



WEED CHAINS

ANTI-SKID

SAFETY IN EVERY LINK



FOR AUTOMOBILES

Absolutely Prevent Skidding

They represent the highest development of an anti-skid device and are made as carefully as the automobile on which they are used.

Manufactured of the very best materials throughout, combining great strength and wearing qualities.

Side chains heavily galvanized to prevent rusting.

Packed one pair in a canvas bag.

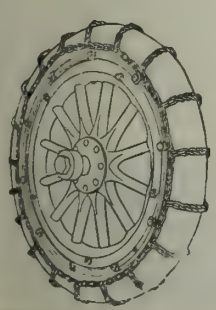
EVERY WEED IS GUARANTEED

TO MEET THE REQUIREMENTS of those to whom initial cheapness is the chief consideration

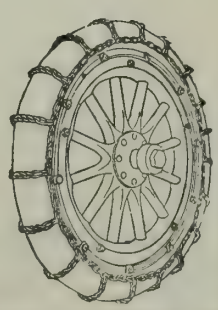
RID-O-SKID TIRE CHAINS

are offered as an anti-skid device.

They are necessarily of inferior quality to the Weed Chains, being much lower in price.



We have a complete stock. Write to-day for prices.



H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

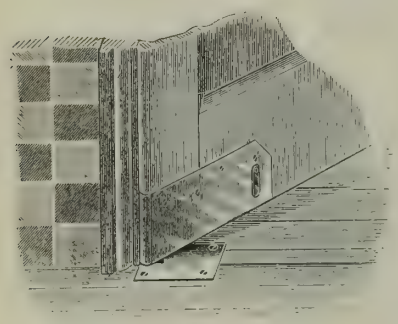
Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

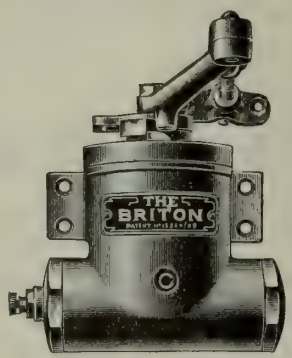
The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

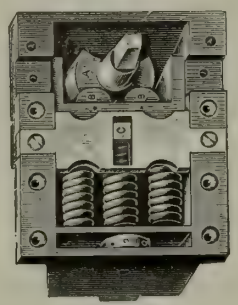
Canada Steel Goods Co., Limited, Hamilton, Canada



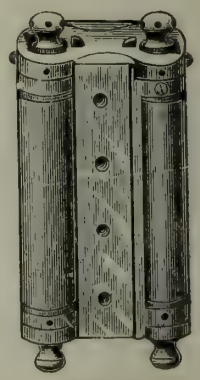
"Era" Shoe Door Spring



The "BRITON" Door Check and Spring.



"Invincible" Floor Spring.



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represents the very best value in SPRING HINGES, FLOOR SPRINGS DOOR CHECKS OF ALL KINDS; PANIC BOLTS, FANLIGHT—GEARING, etc.

A trial will convince you ot their efficiency in getting business.

Universal Satisfaction **Splendid Profit**

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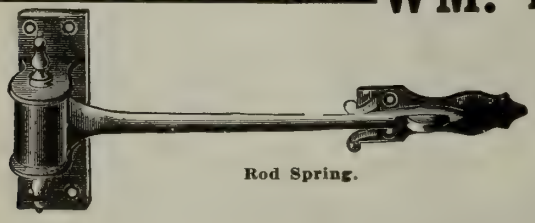
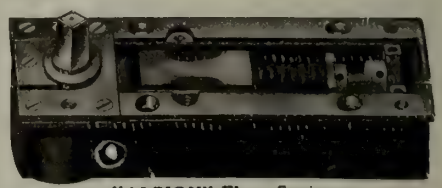


Rod Spring.



"ALBION" Floo Spring.

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WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

WIRE BOLTS and NUTS

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WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

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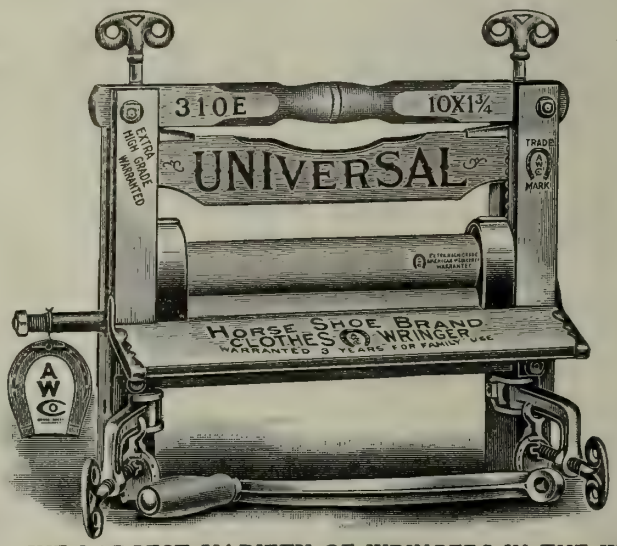

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No. 360E
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Size of Rolls
10 x 1¾ inches
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Morrison Valves are especially adapted to heating systems and like jobs where the service is apt to be severe, due to carelessness.

They are renewable disc valves with our special disc nut for quick repairs. Large, heavy bodies, extra heavy spindles and valves. Fitted with a special packing gland. It is impossible to produce a better line than **MORRISON BRASS VALVES.**

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Livingston Linseed Oil Brands are Always Guaranteed

"PURE, THAT'S SURE"

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I am the Most Economical Sheet Metal

I resist rust and corrosion, consequently am far more durable than any other sheet metal made from iron ore.

I am moderate in first cost and my extreme durability makes me the most economical sheet metal in the end.

I save building owners and other users of products made from sheet metal thousands of dollars annually because of my rust and corrosion-resisting ability.

This stencil identifies me and protects the buyer against substitution:

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A few uses for Toncan Metal:

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Recommend and Furnish Toncan Metal to your trade. It brings in more business.

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Send me without cost or obligation a copy of "Corrosion — The Cause — The Effect—The Remedy."

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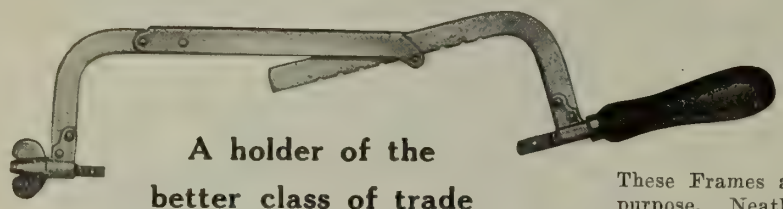

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These Frames are made of extra heavy stock, suitable for the purpose. Neatly finished and Nickel-Plated, making a **strong, serviceable Frame.** Other finishes made to order. Packed half-dozen in a box without Blades.

Takes Blades 8 in. to 12 in.

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may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

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High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

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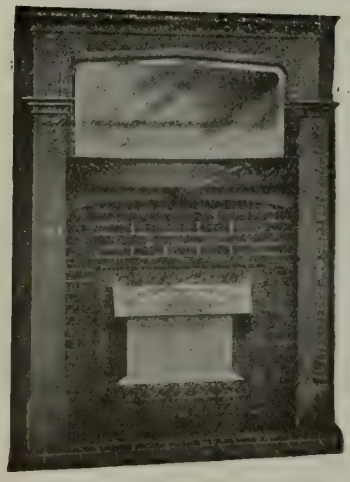

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This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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Mr. Hardware Dealer

are you tired of listening to the repeated complaints that the BRUSHES you carry

"SHED HAIR"
"ARE AS SOFT AS A RAG"
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"WON'T CARRY COLOR"
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"DON'T WEAR WELL"
"ARE POORLY CHISELLED"
"ARE AS COARSE AS A BROOM"
"STUMP TOO SOON"
"ARE NO GOOD"

If so you DO NOT carry

SIMMS BRUSHES

as they are free from the cause of all such complaints

Backed by 40 years' experience in brush making; built in the finest and most up-to-date plant used in the business by men specially skilled in the art of making GOOD BRUSHES and sold at a price no higher than the common kinds.

CAN YOU AFFORD to be without these BUSINESS BUILDING BRUSHES?

We are prepared to put before you the most complete line of brushes

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FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST FOR MANY GENERATIONS

It is made throughout on their own **premises**, from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "**KEEN**" and other Razor brands are BEGUN AND FINISHED at Trinity Works, **NOT SENT** to Germany for grinding.

"Sheffield made, Both haft and blade."

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Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Table and Pocket Knives, Razors and Scissors

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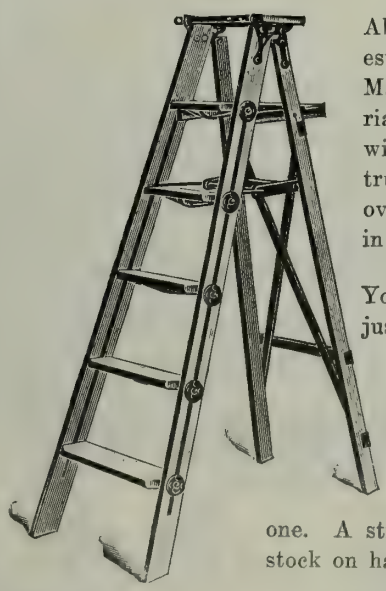
Hercules Step-Ladders



Absolutely the strongest step-ladder made. Made of the best materials. Steps and top wide and strongly trussed. Will hold over a ton and a half in weight.

You can recommend it just as highly as you want to—it will back up anything you say of it.

A ladder which appeals to every one. A strong seller. Keep a stock on hand.

The Stratford Mfg. Co., Limited

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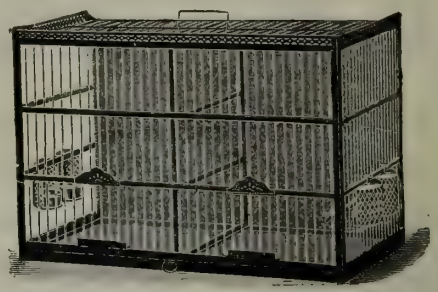
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.



No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 88 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

THE ANDREW B. HENDRYX COMPANY, New Haven, Conn.

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

HELLER-ALLER TANK HEATER

the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.

The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

Will burn any kind of fuel and with proper care will last a lifetime.

One farmer customer will lead to many others. Drop a line for full details.

"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods

The Heller-Aller Company
WINDSOR, ONTARIO

The G.G.G. Hame Fastener

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

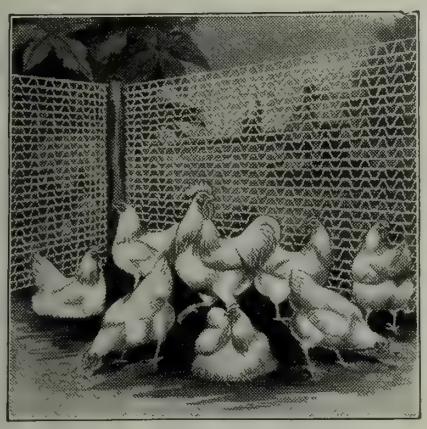
It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

The Imperial Mfg. Company
Welland, Ontario

Our U.S. Poultry Fence is the Acme of Poultry Fences



NOTE THE POINTS OF EXCELLENCE

Built on miniature scale of farm fence interwoven with parallel wires and hinge joints so it stretches to posts straight, even and nice without buckling, bagging or sagging.

It's so stiff, it does not require top rail and base board or so many posts as old style netting.

Guaranteed 5 to 6 times as strong and at least 100 per cent. better in every way. All parallel wires are of even length and all mesh of uniform size. They can't be otherwise the way it is made.

It's not merely a substitute for old style netting. *It's something much better for the consumer and sells on sight.* It's the strongest, most sightly and best fence for the purpose yet invented.

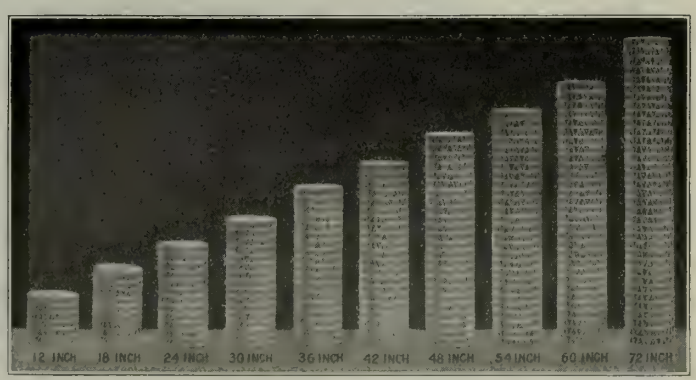
Do not purchase Poultry Netting or Fencing until you have seen our Poultry Fencing—it will be a surprise and a revelation to you and your trade.

Those who have used our Poultry Fencing will not go back to the old style netting.

Made in heights from 12 to 72 inches, all wires 19 gauge, galvanized.

Put up in 150 ft. rolls and sold by the square foot.

Our stock is complete at present and we would advise ordering at once to guard against scarcity later on.



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No. 5574—Weed Fork

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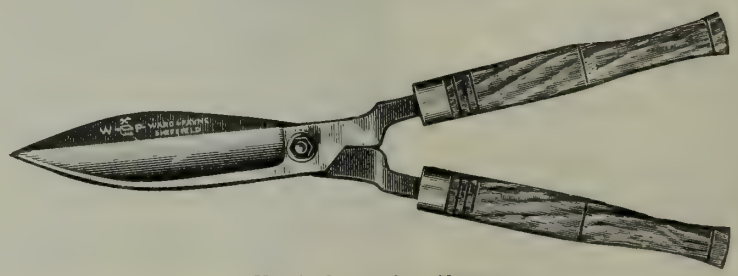

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Guaranteed "Fast Handles."

No 5552—Trowel.

No. 5757—The "Perfect" Patent Dutch Hoe.

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CABLES: WARD, SHEFFIELD.

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SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

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Metallic Ceilings

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The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Davidson's Railroad Milk Cans

"HERCULES" and "DOMINION"

Fitted with dome or seamless covers and malleable tinned iron stationary side handles.

"Hercules" Milk Cans, as shown here, will stand any amount of rough handling, being fitted with our heavy round rolled edge bottoms.

"Dominion" Milk Cans are fitted with heavy retinned bottoms. The bottoms and bodies are curved and grooved together by hydraulic process, making practically a one-piece can.

The interior is smooth with no crevices to hold the dirt or to collect bacteria.

Made in 3 sizes, 5, 8 and 10 Gallons

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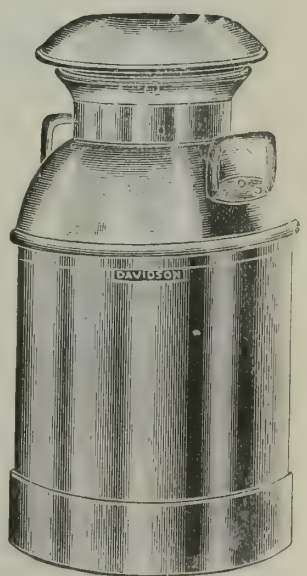

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4 " 7/-
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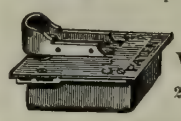

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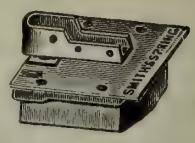

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FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

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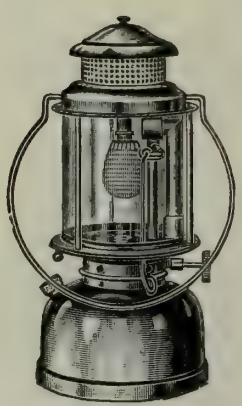

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Lowest Quotations by Wire or Letter

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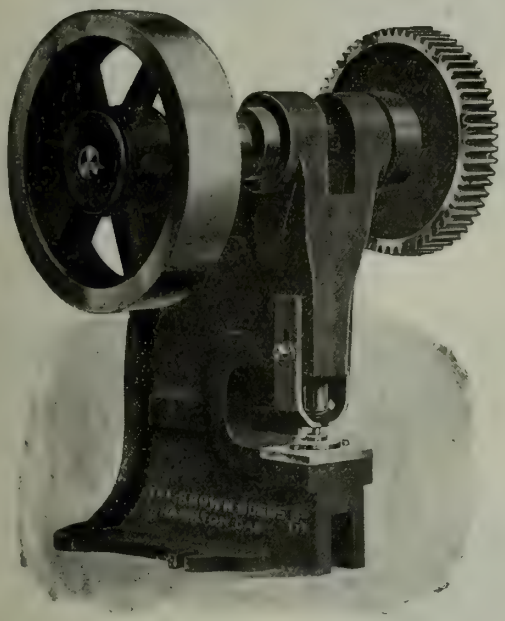

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Will cut with ease, ¾ in. hole in ¼ in. iron.

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EFFICIENT.

SAVE TIME AND LABOR.

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We manufacture all kinds of lumber tools. Light and Durable.

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PEMBROKE - - ONTARIO

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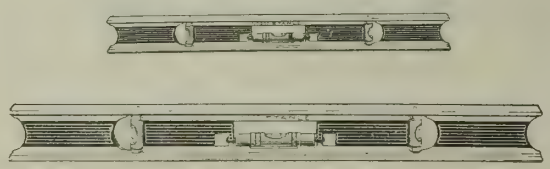
Stanley Tools



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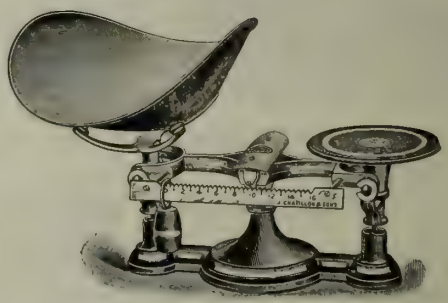

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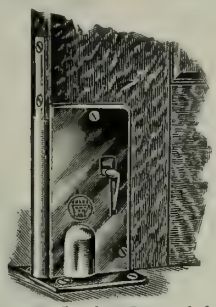

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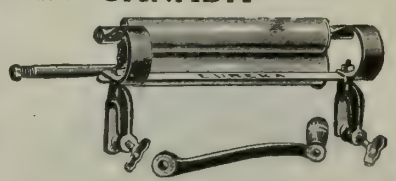

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28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 22, 1916 No. 4

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J. W. TYSON, Associate Editor.
C. W. BYERS, Associate Editor.
A. G. WEBSTER, Associate Editor.
G. E. PEARSON, Associate Editor.

CHIEF OFFICES:

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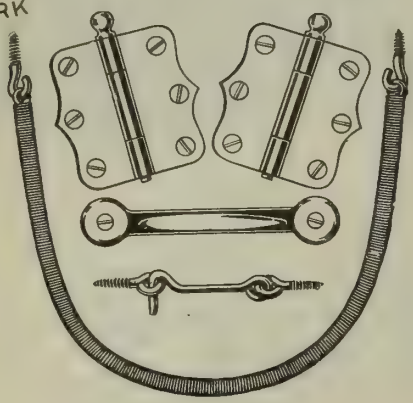

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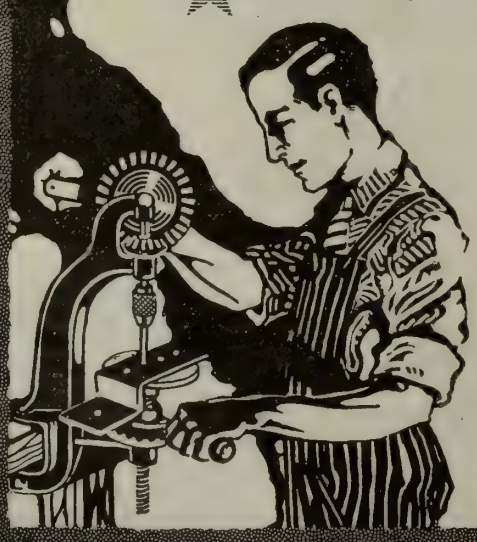

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Hardware and Metal

Established 1888. TORONTO, JANUARY 22, 1916 Vol. 28. No 4

Reduction in Rates Expected

Expected That an Announcement Will Shortly be Made, of a Reduction in Rates in Workmen's Compensation Act Tariff—Will Affect Many Branches of the Hardware Trade.

IT is expected that an announcement of considerable importance to the hardware trade will shortly be made by the Workmen's Compensation Board regarding a rate reduction. Several hundred Canadian retail hardware firms, and many hardware manufacturers come within the scope of the Workmen's Compensation Act, which went into effect about a year ago, and which was fully explained by Hardware and Metal at that time.

The commission is busy at its new home in the Normal School Building, Toronto, Ont., compiling statistics which will form the basis for the current year rates. Employers are not taxed at random nor upon speculation, but according to the actual working out of the scheme. When the Act came into force the board made statements to the effect that should the tariff rate be found insufficient to meet the demands made upon the funds it would of necessity be raised before the next levy, but should it be found in excess, the rates would be lower for the next year. Hardware and Metal has reasons to believe that at the close of the first year the commission finds itself with a surplus. Accordingly a lower rate is expected. Statisticians compiling the necessary data expect to finish their work in another ten days. The rates for 1916 will then be struck.

While it is impossible at the present time to give any figures as to the new rates, it is certain that the reductions in certain classes will be of substantial amounts, and will be welcomed by the trades effected.

The first year's levy was based on statistics issued by compensation boards in the United States. In most cases the assessments were lower than those across the border and from the one year's business the rates are found still in excess of the demands made upon the commission, despite the fact that thousands of men have been employed in shell factories who formerly were engaged in less hazardous work.

Should the second year's existence go to show that still lower rates could be accepted, the levy will, as a matter of course, drop down another notch.

While the commission has been confronted with obstacles placed in its way by some, who on various grounds, objected to its inauguration, it is rapidly overcoming all criticisms and even now has the co-operation of many who at the outset were antagonistic to its inception.

Co-operation of Employer Needed

Co-operation of the employer is perhaps the commission's greatest necessity, for without it the commissioners are greatly handicapped in their endeavor to place the scheme on a smooth operating basis.

The Workman's Compensation Act is applicable to the hardware merchant in all cases where he is employing men in hazardous labor, but does not apply where clerks only are employed. Tinsmiths, plumbers and others whose work is more or less of a dangerous nature come under the protection of this act. Where, however, only one, two or three men are employed in a workshop it is optional with the proprietor whether he insure his men or not, but where more than three are employed it becomes compulsory.

The rates are based on the annual pay roll and where an employer over estimates his pay sheet when making his returns to the commission the overcharge may be deducted from the following year's assessment. In cases where the business changes ownership a refund for the unexpired term will be made.

Success has marked the first step in placing the compensation board on a proper running basis. In any line of business the first twelve months is always looked upon as the hardest milestone to pass. The Workmen's Compensation Commission is running on a purely business system. Its object is, the officers have stated, not to make money for the Government, but simply to provide for the incapacitated. All surplus moneys are held in trust funds and are placed to reserve capital. They also serve to govern the rates, which will be changed from time to time until an assessment can be reached which will meet the demands made upon the commission but will not provide for excessive reserve funds.

The board has statistics showing that large sums of money have been spent during the past year for safety devices. Efforts are being put forth to avert even trivial accidents, but even with the utmost care and with all the modern devices accidents will occur. The percentage of accidents averted by modern safety methods is, strange to say, very small, showing that the compensation commission is playing a very necessary part in providing for employees disabled while engaged at hazardous work.

Since the inauguration of the act a year ago, hardware businesses have been started in many places and others have changed proprietors. For those who are

PRIZE WINNERS ANNOUNCED NEXT WEEK

Next week's issue of Hardware and Metal will contain an announcement of the prize winners in Hardware and Metal's annual Christmas window display contest, which closed on December 31. Entries have been received from all parts of Canada, and many excellent displays have been submitted by leading hardware window trimmers. Eight cash prizes were offered. In order that window trimmers in the smaller centres would not have to compete with those in the larger centres, the contest was divided into two sections; places of 5,000 and over, and places under 5,000. The judges as in past years, are experienced men and their decision will be awaited with interest by hardware window trimmers throughout Canada, whether contestants or not. Watch for the announcement next week.

unacquainted with the workings of the commission a few of the leading points may be of interest:

How Act Works

The act divides employers of labor into two distinct classes. Those coming under the first division are those engaging men in work more or less dangerous, and come under the provision of the act while those in class two employ labor which is not looked upon as hazardous to its list of employes are exempt from provision of the act, but are subject to the payment of damages providing the injured employe is able to prove his claim. The only difference the passing of the act made to those in class two was the removal of the old safeguards which protected the employer from paying damages to injured employes, were removed. Up to the time the act went into force an employer who could prove contributory negligence on the part of the injured employe, could escape payment of damages. The fact that the employe assumed the risk when accepting employment, served as a defence. None of these shields are now applicable to the second class.

Retail hardwaremen are not included under the first head unless employing men on such work as sheet metal, plumbing, steam-fitting, or other tasks looked upon as dangerous.

All Outside Men Included

The assessment on outside work is absolute, regardless of numbers of employes.

The assessment covers only the time the employe is engaged in labor, which comes under class one. So that the levy is just to have the amount for those employed in this manner only half time. Hardware merchants not employing outside labor are barred from participating in the act. Those employing outside labor and who neglect to send in reports are subject to a fine.

The commission endeavored to notify every employer of labor in class one before the act came into force, and since then have had men throughout the Province endeavoring to locate employers who come under this heading, and who have not made a report. If neither circular letter nor representative has reached men who come under this section, it does not in any way relieve them from the obligation imposed upon the class as a whole.

The act is retroactive—in other words the payments date from the inauguration of the act, no matter when the money is received. This is necessary owing to the fact that the commission is obliged to pay compensation to all injured employes from the date the legislation went into effect. In other words the employe is insured whether the employer has paid his dues or not.

Revival of Business in Quebec Town

The Rock-Bottom of Business in the Dog Days of 1914—Complete Cessation of Business Activity as a Result of War — The Revival of Business on an Unprecedented Scale

WHEN the war broke out Lachine, Quebec, was paralyzed. It is a summer offshoot of Montreal that lived on the spendings of that city's surplus population in the hot months. In the winter things were always quiet unless the Dominion Bridge Company's plant gave employment to a modest number. The summer of 1914 found it very quiet. Its industries are in direct sympathy with those of Montreal, which in common with other manufacturing centres was beginning to feel the griping pains that go with undigested food and rapid expansion in the body economic.

The city dwellers still fluttered about lovely Lake Louise, the islands, and the other nearby beauty spots of the St. Lawrence. But there was a worried expression on the faces of the men folk as they came out by trolley and train nightly. And in the morning they had the look of men who had not slept well. Their women folk seemed content with last year's screens and failed to order lavishly as in previous years the little conveniences for their cottage households, the hammocks, the tinware and enamelware that go with hot weather and happy-go-lucky living. The children sulked and went without new fishing lines, troll spoons and other summer sporting goods.

The industry of the town was dying. The war came and killed it.

The people who had simply done without before now economized and desperately too.

The people who had economized simply left.

But Now for the Second Chapter

Since then things have changed. War orders, shells. An infusion of new blood in the business life of the community, and a mild boom as a result of a new development that has affected all lines of trade.

Those who were economizing are now spending — if not prodigally, at least wisely. Which is much better. Those who were doing without are now having. When the summer residents come, in late years the beginning of all business things, the increase of trade they bring will only cause a ripple. The big trade is already there.

The Dominion Bridge Company is paying out $270,000 each month in this town of less than fifteen thousand people, since the shell industry has arisen Phoenix-like from the ashes of the business despair of 1914. The wages of shell makers are too well known to require enlarging upon. So everyone in Lachine is riding on the new wave of prosperity. Merchants without exception admit an increasing business that approaches old ante-bellum days.

It is generally stated that there is not an empty house in town. A small matter like the size of the rents makes no difference to these affluent aides of Mars. They cannot all be housed in Lachine. The Montreal Tramway Company has added a special service of cars to carry to and fro daily these fifteen hundred high-priced wage earners who reverse the usual order and commute out instead of into their work.

A Small Building Boom

Now most of these fifteen hundred men have families in Montreal. People who experience prosperity for the first time are inclined to want to plan for homes of their own, homes close to their work. Lachine's shellmakers are no exception. The speculative builder and the builder investor have also appeared on the scene, so that that anomaly of the war, a building boomlet appears to be fairly on the way. At any rate considerable building of both a public and a private nature is planned for the spring months. This fact has made the builders' hardware line which the local dealers had come to regard as shelved for an indefinite period, a live issue. It now gives every indication of becoming one of the chief lines in this locality with the advent of spring.

Withal, the growth and improvements has been so gradual and so free from unhealthy tendencies that it impresses the unprejudiced onlooker with its worth. It affords a striking and clear cut example of the metamorphosis that Canadian trade has undergone in the past six months.

Questions to be Discussed at Convention

Advisory Board of Ontario Retail Hardware and Stove Dealers' Association in Meeting at Toronto Prepare Plans for Coming Convention—Important Matters to be Discussed—Membership Increased.

At a meeting of the advisory committee of the Ontario Retail Hardware and Stove Dealers' Association, held at the King Edward Hotel, Toronto, on Monday of this week, plans were prepared for the coming convention of the association.

The eleventh annual convention, as has been previously announced in Hardware and Metal, will be held in the banquet hall of the King Edward Hotel, Toronto, on Tuesday, Wednesday and Thursday, February 22-23-24.

The Executive and Advisory committees of the association are using every effort to make the coming convention the most practical and helpful since the organization of the association. It will be a purely retailers' convention, and will be in the hands of the members. Ample time will be allowed for a full and free discussion of all the questions introduced.

C. W. CONN, Tillsonburg, Ont.

President Ontario Retail Hardware and Stove Dealers' Association. The Association's Convention will be held at Toronto on February 22, 23 and 24.

Special Railway Rates

An arrangement has been made with the railway companies whereby special rates will be obtainable for all who desire to attend the convention.

Toronto is centrally located, and is an ideal city for convention purposes. It is easy to reach from all parts of the Province, and there is an abundance of excellent accommodation for all visitors. At the convention last year the "Question Box" sessions were probably the most interesting feature from the retailers' standpoint. The officers are planning to make the "Question Box" sessions at the coming convention, the best and most interesting in the history of the association.

Some of the Questions

Every member of the association is asked to submit one or more questions for discussion at the convention. Already a number of questions have been sent in by retailer members.

One question which, it is expected will be discussed at an early session is the "Association Service to Members" plan.

The "service plan" was introduced by Secretary Macpherson after he was appointed secretary of the association at the last convention. The service includes among other helps, the association price book, price lists, etc., which have been prepared during the past year, and which have been heartily welcomed by members of the association. Suggestions as to how the service could be improved will be asked for from members.

The Parcel Post

"Have any retailers made use of the parcel post?" is another subject that will be taken up and discussed at the convention. It is known that some members of the association have attempted to use the parcel post in expanding their trade connections. They will be asked to relate their experiences with the parcel post service and to give their views regarding the value of the parcel post to the retailer.

A great many retailers throughout the country are under the impression that the "parcel post" under the present system is of greatest benefit to the mail order houses, and is detrimental to the interests of the retail hardware trade, although the latter are large contributors to the upkeep of the parcel post system.

The discussion on the parcel post should prove one of the most interesting of the many subjects which will be discussed at the convention.

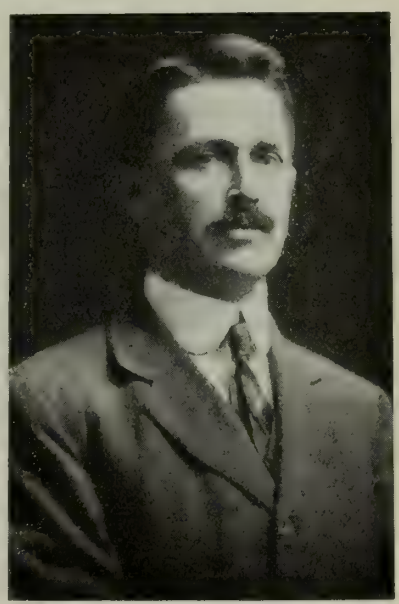
Law Governing Sale of Fire-Arms

Another question which will be discussed is the law governing the sale of fire-arms in Canada. Under the present law, revolvers cannot be sold unless a permit for the sale has been issued by a police magistrate, chief of police, or other duly qualified officer.

Any merchant who sells a revolver to a person who has not secured a permit is liable to a penalty. Since this law was passed a few years ago the sale of revolvers has fallen off to a considerable extent. Some retailers claim that the law at present works a hardship on the retailer, owing to the fact that many persons who would otherwise buy revolvers, balk at doing so when they are informed that a permit is needed.

On the other hand there are retailers who claim that the law as it stands at present is a good one, and that it prevents the sale of revolvers to many irresponsible persons. They claim that if a responsible person needs a revolver, and can give a good reason for wanting one, it is not a hard matter to secure a permit. They also claim that although the out-and-out criminal will secure a revolver, regardless of all laws, the present law prevents the sale of revolvers to many irresponsible persons, who are really not criminals, and to others who in a temporary fit of rage or drunkeness have a crazy desire for an arm with which they might do considerable harm.

This subject will be discussed from all angles, and in all probability, if a majority is in favor of repealing the present law, the association as a body will make representations to the Dominion Parliament for a repeal of the act governing the sale of fire-arms.



W. F. MACPHERSON, Prescott, Ont. Secretary, Ontario Retail Hardware and Stove Dealers' Association.

Tenders on Hardware

The officers of the association are preparing plans and specifications for a 7 or 8-roomed house, worth in the neighborhood of four thousand dollars.

Members of the association will be supplied with forms, etc., two or three weeks in advance of convention dates, and asked to tender on the hardware requirements including glass, paints, builders' hardware, tinsmithing, plumbing, etc. The tenders will be opened at the convention and a discussion will follow on the quotations sent in by the tenderers. There will undoubtedly be a wide range of prices quoted. The lists of goods needed will include lines or articles with which the members are familiar, and in this way all danger of confusion in quotations will be eliminated.

The association will furnish complete specifications for the tinsmithing and and plumbing work.

Suggested Retail Prices

The question of arranging retail prices for certain districts in Ontario will also be taken up by the convention. It is well known that in some districts the retailers' profits are badly cut on certain staple hardware lines. In other districts the retailers are enabled to secure a very fair margin of profit on all staple lines. A number of remedies for price-cutting, etc., will be suggested at the convention.

The foregoing are only a few of the many subjects which have been suggested so far. Between now and the convention dates a great many questions for the "question box" will be submitted by members of the association.

Travelers and Associate Members

One session, probably on Wednesday evening, will be set aside for travelers and associate members. At this session the travelers will have an opportunity of airing their grievances—if they have any. This session will probably be one of the most interesting of the convention as there are a great many good speakers among the knights of the grip.

The efforts of the officers to increase the membership during the past year have borne fruit with the result that one hundred new members have been added since the last convention. A great many more new members will in all probability be added before convention time.

The official convention program is now in course of preparation and will be announced shortly.

A pipe price list recently issued for use by members is shown on this page.

To Meet in Regina

Second Week in May Will See Large Number of Merchants From All Over Saskatchewan at Annual Convention of R.M.A.— Some of the Problems.

One of the principal matters to be discussed at the annual convention of Saskatchewan Retail Merchants Association to be held in Regina in May, will be the forming of a trust company, composed of or allied with the accociation, to be at the service of the members of the provincial association of retail merchants. This announcement was made by President Maybee at a banquet, in Regina recently at which the members of the provincial executive were guests of honor.

The provincial executive of the Saskachewan Retailers' Association met in the Board of Trade offices on that day, and conferred with members of the government at the Parliament Buildings in regard to legislative matters which they desire passed upon at the next sitting of the Legislature. The deputation was received by Premier Scott, Hon. Mr. Calder, Hon. Mr. Turgeon, and Hon. Mr. Bell.

A banquet was given by local retailers at which the members of the provincial executive were the principal speakers. About forty Regina retailers were present, representing every branch of trade. J. J. Polson was toastmaster. J. L. S. Hutchinson, Saskatoon, provincial treasurer, was the first speaker, and dealt chiefly with the insurance scheme. He pointed out that although the Retail Merchants' Mutual Insurance Company of Saskatchewan had only commenced to write insurance since Nov. 1st, there was $131,000 insurance in force at present. For the first year, not more than $1,000 could be taken out by merchants in the country, and not more than $2,000 by city merchants.

W. W. Cooper, of Swift Current, first vice-president, explained in a general way the work of the organization, and spoke of the great benefit to each merchant of provincial organizations such as existed in Saskatchewan.

President George A. Maybee, of Moose Jaw, spoke of the Food and Supply Bill which the merchants were endeavoring to have passed, allowing farmers to advance from their crops in the fall for the necessities of life which the merchants had advanced them.

F. E. Raymond, secretary, gave a short address on the general activities of the association and referred to the work being done by the freight claims department, which was now in splendid working order in that province.

H. D. MacPherson, second vice-president, referred to the annual convention which would be held in Regina the second week in May, when over 600 merchants from all over the province would be present. The Convention will last three days.

I AM A RETAIL PRICE LIST

FOR

BLACK and GALVANIZED IRON PIPE

FILL ME IN—HANG ME UP—KEEP ME REVISED

BLACK							GALVANIZED				
Nominal weight per 100 feet. Pounds.	Freight and cartage per 100 feet. Cents.	Size	Net cost per 100 feet	Laid down cost, freight added, per 100 feet	Sell per foot	Special price	Size	Net cost per 100 feet	Laid down cost, freight added, per 100 feet	Sell per foot	Special price
24	....	⅛	....	....	....	....	⅛	....	....	....	....
42	....	¼	....	....	....	....	¼	....	....	....	....
56	....	⅜	....	....	....	....	⅜	....	....	....	....
84	....	½	....	....	....	....	½	....	....	....	....
112	....	¾	....	....	....	....	¾	....	....	....	....
167	....	1	....	....	....	....	1	....	....	....	....
224	....	1¼	....	....	....	....	1¼	....	....	....	....
268	....	1½	....	....	....	....	1½	....	....	....	....
361	....	2	....	....	....	....	2	....	....	....	....
574	....	2½	....	....	....	....	2½	....	....	....	....
754	....	3½	....	....	....	....	3½	....	....	....	....
900	....	3½	....	....	....	....	3½	....	....	....	....
1066	....	4	....	....	....	....	4	....	....	....	....

The Ontario Retail Hardware and Stove Dealers Association furnishes free to all members a series of Retail Price Lists in duplicate covering a large range of Standard goods. Membership $3.00 a year. Apply for particulars to W. F. Macpherson, Sec., Prescott, Ont.

Keeping Track of Daily Sales and Totals

General Merchant Has Record of Cash and Credit Sales Checked Up For Each Clerk, With Totals to Date—Always Knows Where He is At—Value of the Statement

THE need for keeping track of business day by day in the smallest as well as the largest stores has been emphasized in Hardware and Metal many times. But it will bear repeating—many times more. Various forms have been suggested for help in doing this, some better adapted to the larger stores, where specialization goes on to an increasing extent. The following system in use in store of an Ontario general merchant may prove of assistance to other merchants. The merchant uses the cash register for his records of daily sales, cash and change, or this can be figured out early each morning from the sales slips or counter checks on file, collected from each clerk.

DAILY STATEMENT OF BUSINESS. DATE Oct. 1, 1915.

TOTAL No. OF CUSTOMERS.

CLERK NO.	No. of Transactions	CASH SALES Clerk's Totals.		Totals to Date		No. of Transactions	CHARGE SALES.			
				$					$	
Clerk A		Forward					Forward			
		Today		700	00		Today		1177	50
Clerk B	30	Forward 5000	00			6	Forward 950	00		
		Today 35	00	5035	00		Today 10	00	960	00
Clerk D		Forward					Forward			
		Today		—			Today			
Clerk E	25	Forward 2000	00				Forward 1164	80		
		Today 20	00	2020	00	17	Today 7	50	1172	30
Clerk H	50	Forward 3000	00				Forward 886	80		
		Today 40	00	3040	00	14	Today 2	20	889	00
Grand Totals		Daily Totals 95	00	Total to Date 10795	00	Grand Totals	Daily Totals 19	70	Totals to Date 4198	80

SUMMARY

Paid Out	Forward				
	Today				
Rec'd on Acc't	Forward 3000	00			
	Today 10	00	3010	00	

Total Sales, Cash & Charge to Date			
Cash 10795	00	Total	
Charge 4198	80	14793	80
Total Cash Rec'd to Date			
Cash Sales 10795	00	Total	
Rec'd on acc't 3000	00	13795	00
Outstanding Accounts.			
Unpaid Charge Sales. Ford		1198	80
Charge Sales today		19	70
Total		1218	50
Rec'd on acc't today		10	00
Unpaid ch'ge sales to date		1208	50

This illustration shows how Western Ontario merchant keeps tab on each day's business, including cash and credit sales, outstanding accounts, etc.

In this store the records are taken from the "Received on Account," "Charge," "Paid Out," and "Cash Sales" transactions as recorded. These are transferred to a special form, and not only the day's results recorded, but by simple addition the business of the year is kept right up-to-date. This includes not only the sales of each clerk, but of all—cash and credit. This also lists the total credit on the books for the year to date, and so forth.

Fictitious figures have, of course, been used in the form given above. Reference to it will show clearly how it is worked out. It will be seen that on October 1st, 1915, on any date, say, Clerk "B" had thirty transactions. His total cash sales for the day were $35 and his total cash sales to date are indicated as $5,035.

Clerk "A," we will say, was absent from the store on October 1st, but up to date he had $700 cash sales. Clerk "E" had 25 transactions on that day, and sold $20 worth of goods for cash, or a total up to date of $2,020. Clerk "H" had 50 sales, selling $40 worth of goods for cash and a total of $3,040 up to date. Opposite each of these will be observed the charge sales.

In the cash sales grand total column it will be seen that the total cash sales for the day were $95, and the total cash sales from the beginning of the year up to end of that day were $10,795.

The Charge Sales' Column

Looking at the charge column, it will be seen that Clerk "B" sold $10 worth of goods on October 1st, which were charged and up to date $960. Clerk "A" sold up to date $1,177.50 worth. Clerk "E" sold $750 on October 1st and a total of $1,172.30, while Clerk "H" sold $2.20 of credit on that day and a total of $88 altogether. The grand total of the charge sales is $4,198.80.

Then in the summary it will be seen that the total sales, cash and charge to date are $14,793.80. The total cash received up to date is shown by adding the cash sales up to date and the amount received on account, making a total of $13,795. By subtracting this total from the total cash and charge sales the amount of unpaid charge sales to date is secured. The figures show that this amounts to $1,198.80. By adding $19.70, charge sales for the day, the total unpaid charge sales is secured. This is $1,218.50. By subtracting $10—the amount received on account that day—the total amount of outstanding accounts is gotten, which is $1,208.50.

The value of this statement is easily seen. Merchants using it know at the end of each day exactly where they stand. They know how much money is outstanding, how much cash they took in that day, both on account and from cash sales; how many credit sales they made; the total number of transactions, etc., etc., and, as pointed out above, the basis of the whole thing is the cash register record.

The short amount of time that it would take a retailer to get these figures should not prevent any of them from keeping this or a somewhat similar record. It may mean the difference between success and failure, because it acts as a check on indiscriminate credits and points out the way when the amount of unpaid outstanding accounts ought to be curtailed. By comparing this record with corresponding days of the previous year, the trend of business can readily be seen. If it is going behind, a greater endeavor can be used to bring it up to the mark.

St. John, N.B.—Thomas E. Perkins, for many years manager of the paint department of W. H. Thorne & Co., Ltd., wholesale and retail hardware, died suddenly on January 11 after a short illness from pneumonia. He had entered the Thorne establishment as a boy, and had been a member of the staff for thirty odd years. He was one of the most popular and highly respected men in local hardware circles. His wife and one daughter survive.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 22, 1916 No. 4

HARDWARE merchants are finding stock-taking a more troublesome task this year than at former times. All brass and steel goods, wire nails, paint—in fact almost every article of hardware—have advanced several times since last stock-taking and keep on advancing. This makes the work double what it was two years ago.

* * *

MOST merchants are taking this opportunity to re-mark their stock. Not only are they altering the sale price, but are erasing the old cost marks and putting on the advanced prices. This alone is a big job, but when it is considered that hardware lines have advanced from 10 to 300% during the past eighteen months, it is a paying task to re-mark the stock.

* * *

ONE of the oldest and most prominent figures in the Canadian paint trade passed away last week when Alexander Ramsay, president of A. Ramsay & Son Company, Montreal, expired suddenly at his home at Westmount (Montreal). Seventy-six years of age, he had spent practically all his life in Canada and his career from a young man was wrapped up in the business which, organized by his father, was so long carried on under his name. As an authority on all questions pertaining to the paint and oil business, he was known throughout Canada and his advice went far in deciding many questions of policy amongst manufacturers and dealers.

WIRE PRODUCTS TO GO HIGHER

ALL branches of the hardware trade have been following with considerable interest the upward trend in the prices of wire products. During the past few months many price advances have gone into effect, with the result that extremely high prices are now being quoted on wire nails, fencing and a great many lines of wire goods.

Prices in Canada have followed the upward trend of quotations in the United States. There is a heavy demand in the United States for wire products and all the mills are sold up for many months ahead. It has been generally expected that a further advance would take place during the present month, and although the advance has not taken place up to the time of writing, it is expected within a fortnight or so.

Some idea of conditions in the United States can be gathered from a recent report of the *American Metal Market,* which states that one of the important points in the situation is the fact that prices are bid in the export market far above the regular domestic level, and it is felt that time must force some sort of an equalization, as the gap is many dollars per ton.

Another influence is the fact that the wire mills are sold up much farther ahead than ever before in their history. It is not customary for the wire mills to be sold up as far ahead, in general, as other mills, for the reason that the product is so largely distributed through jobbers, and contracts with jobbers are limited as to time. The nominal rule in the trade is to cover the jobber 60 days ahead, but of course the time is really lengthened in various ways. With manufacturing consumers the contracts are more commonly made for six months. The contracting for the current six months is all done and a large part of the material to be used by manufacturing consumers is already specified, much of the tonnage holding over from last year, as the mills fell behind in deliveries. With the jobbers they are also behind and on this account have been able to secure protection, at less than to-day's prices, for more than the conventional 60 days.

Estimates are made in some quarters that the wire mills are at present obligated for more than six months of their prospective output, operating at full capacity.

AN $800,000,000 CROP

A CROP bulletin issued by the Census and Statistics Office on Wednesday of this week gives final returns of the most abundant harvest in the history of the Dominion. New high records are established as to quality, quantity and market values.

The earlier estimates of the Prairie Provinces have had to be revised upwards, and according to the latest figures the total value of the field crops of

Canada for 1915 is estimated at the huge total of $800,000,000. The trade of the whole Dominion has felt the good effects of the huge crop, which has been harvested, and business in nearly all branches of trade, but more particularly hardware, has shown a wonderful improvement during the past two months. As a result of the record yield of field crops and the millions of dollars which are being expended in Canada on war orders, a mild wave of prosperity is sweeping over the Dominion.

Retail hardwaremen in nearly all parts of the Dominion report that business is rapidly improving. Jobbers state that trade during December was good and January business so far is excellent. Almost without exception, hardware jobbers state that business this month will far exceed in volume the business of the corresponding month of last year.

One prominent jobbing house predicts an increase of 75% in business this month, over the business of January, 1915.

Hardware merchants in agricultural districts state that as far as volume of business is concerned, you would not know that a war was on. The outlook for spring is exceedingly bright.

A large amount of building is planned for in the agricultural communities, and during the past few weeks there has been a decided improvement in the outlook, in many of the larger cities.

APPLYING BUSINESS METHODS

THE appointment of Edward Fitzgerald as purchasing agent of the Imperial Munitions board as recently announced in HARDWARE AND METAL, will commend itself to those who favor the application of highly efficient business methods to national affairs. In the first place it means a consolidation of the machinery of two departments. Mr. Fitzgerald having been purchasing agent of general supplies for the War Office for some months, and in the second place it indicates the adoption of a system inauguarted by the Canadian Pacific Railway under the direction of Sir Thomas Shaughnessy and brought to a state of perfection recently recognized by the City of New York as second to none in the world.

There is also behind the appointment a broader significance for those who follow the placing of government contracts and the usual methods adopted. Mr. Fitzgerald, from what we know of him, may be expected to discharge his duties as though in the employ of a private corporation. For many years he has been trained in the purchasing department of the Canadian Pacific and has for some time been recognized as its actual if not nominal head of that department; he has been appointed to apply those same methods to the purchase of shells and other munitions—dealing direct with the manufacturers and buying at the actual market. The way in which he has discharged his duties in the purchase of general war supplies has been evidence that he will do so.

With such a body of efficient business men as composes the Imperial Munitions Board and with a trained purchasing specialist to operate the actual machinery, the British government may look to Canada with confidence to fulfill her duty in the hour of national need.

Those who like to speculate on the inside or individual influences in important events may refer with interest to the visit of Lord Shaughnessy to the British war office some months ago and his reticence as to his actual mission. It was then pointed out that the C. P. R. president—who it is interesting to note inaugurated the company's purchasing system—would hardly make such a trip to confirm the appointment of Mr. Fitzgerald as purchaser of general supplies as he had already commenced these duties. Of course His Lordship may merely have been looking over the ground for future excursions as a baron but there is certainly food for interesting conjecture.

NEW SHEET METAL COURSE

THE first article of a new series on practical sheet metal work, prepared especially for the readers of HARDWARE AND METAL, appears in this issue. The new course will consist of at least fifty complete articles, with illustrations. The articles are being prepared by a practical man who has had many years' experience in the sheet metal trade, and who has worked his way up from the lowest rung on the ladder. HARDWARE AND METAL has in the past presented to its readers a number of exceptionally high-class series of sheet metal problems. They have been greatly welcomed by the trade. The problems as taken up by HARDWARE AND METAL, in simplified form, are of inestimable value to every hardwareman who conducts a sheet metal department in connection with his business. Roof work, ventilation and skylight work will be taken up in the new course. The advent of the automobile has created a new phase of sheet metal work. Patterns of doors, mud guards, steps, drip pans, covers, etc., will be in considerable demand from now on. The foregoing will all be taken up in turn in the new course.

This new series has been secured at considerable expense, and is further evidence of HARDWARE AND METAL'S earnest endeavor to supply its readers with all modern and practical services available.

DOING THE best we can—without extra effort is almost a national failing. We all *know* how to do better than we are doing, but only about one in five hundred really makes his head save his heels.

* * *

MANY DEALERS who have a comparatively small turnover clear a larger margin of profit than others who sell a much larger amount in the course of a year. This is due to the fact that the one keeps profit in sight all the time and gets his margin on everything he sells, while the other frequently subordinates profit to turnover.

New Wholesale Hardware for Saskatoon

The Canadian Supply Co., Ltd., Incorporated With Capital Stock of $250,000 —Will Commence Operations About March 1 To Do Wholesale Business.

The Canadian Supply Co., Ltd., Saskatoon, Canada, is the name of a new company that has been promoted and formed by J. L. S. Hutchinson, of the Saskatoon Hardware Co. The company is a straight joint stock company, incorporated under the laws of Saskatchewan, and capitalized at $250,000. The company will be under the management of Mr. Hutchinson, who is president and managing director, and who in future will devote his entire time to the management of the new company.

Associated with Mr. Hutchinson is O. B. Manville of the Manville Hardware

J. L. S. HUTCHINSON

President and Managing Director, the Canadian Supply Co., Saskatoon, Sask. Mr. Hutchinson is also a member of the firm of the Saskatoon Hardware Co., Ltd., Saskatoon.

Co., Prince Albert, Sask., and a number of other prominent retail hardwaremen. F. E. Raymond is secretary-treasurer of the new company. The board of directors will be composed of Messrs. Hutchinson, Manville, Raymond, C. E. Phillips and W. Finley.

It is the intention of the new company to do a strictly wholesale business. The business will be conducted along conservative lines, particularly with regard to the question of credits. The warehouse of the company will be located at Saskatoon, Sask., and business operations will commence about March 1. The company already has travelers on the road soliciting orders for future delivery.

Interviewed by Hardware and Metal, Mr. Hutchinson stated that on the start the company will carry a complete line of shelf and heavy hardware, glass, paints, oils, etc., and will gradually add stock to meet the demands of the trade. The company will carry two lines of paint, one under the manufacturer's brand, and another under the company's brand.

Mr. Hutchinson stated that one of the objects of the company would be to look after the hardwareman's needs in all hardware lines, but more particularly those lines which the mail order houses sell as leaders.

Mr. Hutchinson further stated that the new company is not in the nature of a co-operative buying proposition, that would tend to disorganize trade conditions, but rather a proposition whereby the merchant who can buy for cash, will be able to take advantage of the lowest possible market prices, thus enabling him to market those goods to the consumer, so that the latter can buy goods at home to better advantage than he could elsewhere.

LEGISLATION RE NICKEL EXPORTS

Expected That Nickel Question Will be Taken Up at Session Now On

Ottawa, Ont.—It is expected that legislation regulating the export of nickel ore and nickel matte will be passed before the House adjourns. The measure will not be altogether a war measure, but rather an action to give rise to a new industry within the Dominion. The legislation will most probably take the form of an export tax, which will prohibit the millions of dollars worth of matte being shipped to New Jersey and other refining centres.

Away from the fact that under the present system a small amount of the ore may reach Germany, the refining in Canada will be a source of income to the Government and the creation of a new industry.

Zinc and copper are now being refined here, and with the demand for Canadian munitions, these two industries have already reached, it is said, very large and profitable proportions. It is stated that instead of importing about two million dollars in zinc annually, Canada is now in position to export this commodity. The same situation, it is claimed, is developing in copper.

In 1915 the exports of nickel matte amounted to nearly $7,000,000, about one-third of which found its way to Great Britain.

The Sudbury industry is controlled by the International Nickel Company, with refineries in New Jersey, where most of the Canadian nickel matte has been shipped.

VICE-PRESIDENT OF NORTHERN ELECTRIC COMPANY GOING OVERSEAS

At the outbreak of the war, Captain Sise, who was formerly connected with the Victoria Rifles, joined the Canadian Officers' Training Corps, which is affiliated with McGill University, when the McGill Auxiliary Battalion was formed.

CAPT. PAUL F. SISE

Vice-President and General Manager of the Northern Electric Company

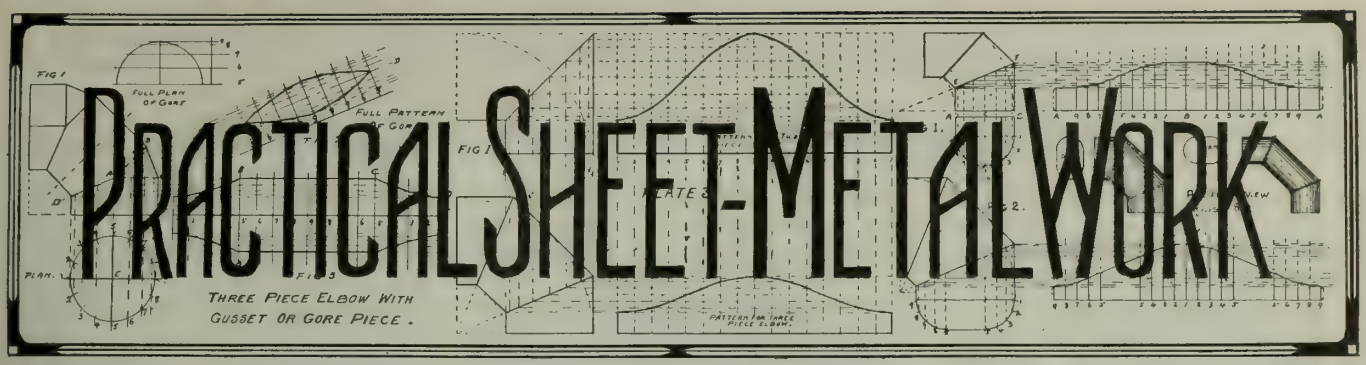
Captain Sise was in command of "D" Company, and later of "A" Company, McGill Contingent, Canadian Officers' Training Corps.

Because of the high executive position which Captain Sise held with the Northern Electric Company, and the responsibilities which such a position entails, his decision to enlist for overseas service not only sets a splendid example to his fellow countrymen, but typifies the high standard and calibre of men who are answering the call of their country in time of need.

Captain Sise was born on November 10th, 1879. He was educated at Bishops College School, Lennoxville, Que., and at McGill University, from which he graduated as B.Sc. He was one of the organizers of the University Club in Montreal, is a member of the St. James Club, and a governor of the Western Hospital

T. Eaton Co. New Branch

Saskatoon.—The T. Eaton Company will open a branch here on February 1, according to announcement made by R. C. Scrivenus, who is to be local manager.



BY THOMAS STANFIELD

WHILE the writer of this sheet metal course does not intend to overburden the student with too much geometry it is necessary to have some little knowledge of geometrical problems and theories.

One thing which is very essential in order to become a fairly successful sheet metal worker is to be able to picture in one's mind's eye the article which is required.

In sheet metal work it would be well to picture every article as something solid. For instance, note the various designs shown in plate 1. The drawing marked A in every case is the elevation. Now an elevation is the thing we see, or one side of it. It may have any number of sides, all of which may be different. But to be of value an elevation must be accompanied by a plan or number of plans. See drawings marked B.

The student should also try to train his mind to picture a perspective view. The examples marked C, show the perspective view of A and B. Perspective is the application of geometrical principles to drawing on a plane surface true resemblances or pictures of objects, as the objects appear to the eye from any given distance and situation.

Before going into these questions it will be well to be acquainted with a few of the geometrical terms and definitions in use in this particular kind of work.

A Point

A point has neither length, breadth, or thickness, it merely defines location.

A line is what might be called the connection of one point to another. It has length but not breadth. If a straight line, it is defined as the shortest distance between two given points.

A Broken Line

A broken line is realy a number of short lines. Broken lines are sometimes called dotted lines.

A Vertical Line

A vertical line is a line perpendicular to the horizon such for instance, as would be made by a line hanging from the sky, and having something attached to it.

A Horizontal Line

A horizontal line is one which would always appear parallel with the surface of an expanse of water, or with the horizon from which the word horizontal is derived.

Parallel lines are lines which throughout their whole length are equidistant from one another.

Perpendicular Lines

Perpendicular in its ordinary sense is equivalent to vertical. In geometry however, a line is perpendicular to another line when it is drawn at right angles to it.

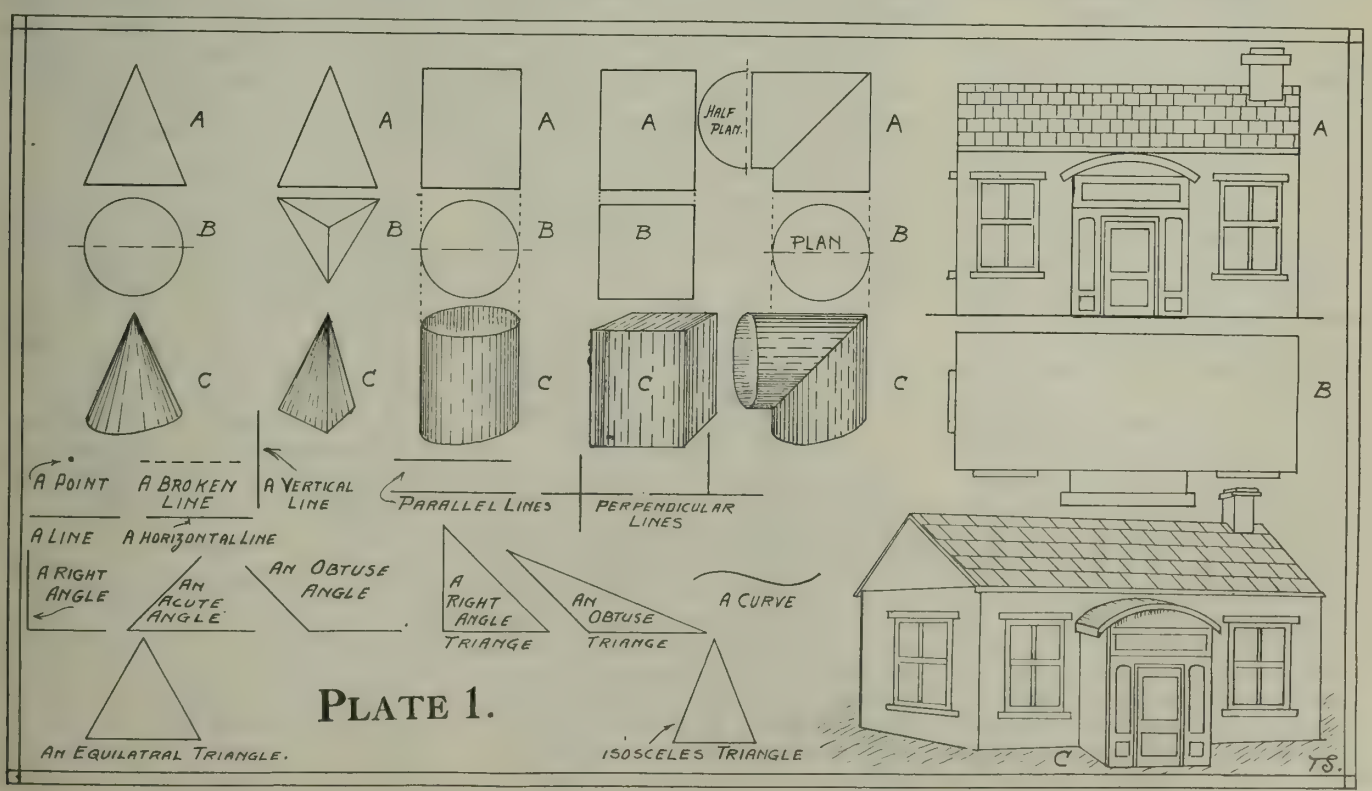
A Curve or Curved Line

A curved line is a line which differs from a straight line in that it is constantly changing in direction.

Angles

Any straight line drawn so as to meet another line will form an angle.

(Continued on page 34.)



To Prevent Germany Regaining Trade

British Trade Commissioner to New Zealand States That British Government is Formulating Plans to Maintain Empire Markets for Empire Products

THAT the plans of the British government to prevent the powers of Central Europe from regaining the trade they formerly controlled after the war are taking definite form, is stated by R. W. Dalton, British Trade Commissioner to New Zealand, who this week passed through Canada enroute from New York to Vancouver on the land "legs" of his journey from London to his colonial post. Just what the plans are has not yet been made public but they will embrace some scheme for the up-building of business between Great Britain and her colonial possessions and between the colonies themselves. Whether this drawing together of the Empire interests will depend upon the strengthening of national sentiment and open price competition or whether there will be some general plan of protective tariffs is a point upon which Mr. Dalton did not express himself definitely. However, his statement goes far to confirm the idea prevailing in Canadian trade circles that to aid the recuperation of industrial conditions after the war there will be evolved a broad and comprehensive tariff scheme to protect and encourage trade not only between Great Britain and her colonies but between all the countries of the Allied nations.

The opinion grows that upon steps to be taken between now and the end of the war will largely depend the great permanent industrial development of the nation's to-morrow. And that industrial development will mean much in the regaining of what has been lost during the conflict. The prosperity of to-day which manufacturers are enjoying is a development of war conditions purely and means not only war goods but war prices. When the campaign comes to a close the orders will cease and there will follow a general readjustment to normal trade demands; there will be a call for different goods and there will be keener competition as to price. It is looking to this day that various interests and organizations are now taking careful steps to establish market relations which will continue and prevail in the new era.

It had been the intention of Mr. Dalton to spend a short time in Canada studying conditions here but his steamer was delayed in arriving at New York and to make connections at the Pacific coast he had to make a rush trip. In an interview at New York he stated that in addition to ascertaining the needs of the country and products purchased from Germany he would endeavor to stimulate trade between Canada and New Zealand.

The New Zealand market presents good possibilities for Canadian manufacturers and steps have already been taken towards their development. As has been previously reported the Export Association of Canada has employed a representative to look after its interests in that country and has already secured some substantial orders. Also the department of Trade and Commerce has important connections.

German Trade to Cease

In an interview with the New York Journal of Commerce, Mr. Dalton referred to the favorable results which have attended the efforts of the British trade commissioners and stated that they had succeeded in considerably increasing the exchange of commodities between the colonies, although much time had been occupied with study and investigations intended rather to build for the future than to produce immediate results. Regarding the work being done at present he said:

"Though at the present moment industries in the United Kingdom are so busy on war work that they can give little, if any, time to the export trade, trade commissioners have an important work to do in preparing the way for development after the war. There seems no reason why trade which formerly went to Germany should not be diverted; in fact it is apparent that German trade with the colonies will cease.

"After the war the work of the trade commissioners will be increasingly important as it will be necessary to maintain trade in the channels which have been opened. Efforts are being made by Germany to regain the trade she has lost and it will require great vigilance to prevent her doing so directly or indirectly."

REVIVAL IN MILL SUPPLIES

Saw Mills in Western Canada are Preparing for Extensive Business, and are Buying Supplies

The large crop in Western Canada in 1915 has had an influence on the hardware trade directly, but there are many instances of its beneficial effect indirectly. For instance, the farmers being in the possession of considerable money, are planning to do considerable building this year, in fact, they will be among the largest builders in the West this year. This will result in a big demand for cheaper grades of builders' hardware. It will also mean a heavy demand for lumber.

Saw mills of the West are just now undergoing a revival unparalleled for four or five years. For a long time the lumber business has been in a sad state of affairs, but now that business is in sight, owners of saw mills are making extensive repairs, buying supplies of all kinds, especially belting, and are installing considerable new machinery. Some idea of the change that is taking place can be gauged from the fact that during the past year, only about four or five of the large saw mills in Manitoba and Saskatchewan were in operation, whereas this year there is only one as far as can be learned, which will not be operating. Besides the large mills, there will be scores, perhaps hundreds of small saw mills operated by farmers as side lines. The latter especially will result in considerable business to the hardware dealer in the shape of belting, logging chains, files, oils, saws, etc.

Investigation shows that stocks of these lines carried by hardwaremen throughout the West have been all shot to pieces during the past year, the tendency last fall being to buy only what was absolutely needed. The sale of carpenters' tools fell off considerably, and stocks are so low that if there is any building done during 1916 to amount to anything, it will be necessary for dealers to replace their stocks.

PRACTICAL SHEET METAL COURSE

(Continued from page 33.)

It may be a right angle, acute angle or obtuse angle.

If one line meets the other perpendicularly the angle so formed is called a right angle. If the angle so formed is smaller than a right angle it is called an acute angle and if larger than a right angle it is called an obtuse angle.

Triangle

A triangle is a figure bounded by three straight lines, not necessarily of equal length. If one of the angles formed by two of these lines is a right angle the triangle is called 'right-angled,' if one of the angles is obtuse, it is called 'obtuse-angled,' and if all three angles are acute it is called 'acute-angled.' If the three sides are all equal the triangle is 'equilateral,' if two sides are equal it is called 'isosceles,' if all three sides are unequal it is called 'scalene.'

Travelers Become Benedicts

J. J. Phillips, well known to the trade as Dick Phillips, who covers Saskatoon territory for the Winnipeg Paint & Glass Co., Ltd., was married recently to Miss Lock, of Winnipeg, W. S. Bate, who travels out of Moose Jaw for the same house, was married last week to Miss Bruce, of Mapinka, Man.

WHAT OTHER PAPERS SAY

GETTING DOWN TO A CASH BASIS

(From Industrial Canada)

Paradoxical as it may sound, some of the worst legislation, from the standpoint of law, ever placed upon the statute books of Saskatchewan, has proved to be best from the standpoint of results.

The Legislature of Saskatchewan is nothing if not paternal. Its constituency is made up largely of farmers, over whose interests it watches as jealously as a hen with one chicken. It looks upon the manufacturer as the farmer's traditional foe, because from the beginning of time in the West the manufacturer has sold the farmer implements on credit and has afterwards had the effrontery to ask for his money.

To protect the farmer who had thus gotten himself into the clutches of the implement maker, the Legislature has from time to time passed laws, some to make it easy for the farmer to void a contract, others to make it difficult for the manufacturer to repossess. Emboldened by success, it last year passed an act which had the effect of wiping out a great deal of security which manufacturers had taken to protect themselves against past due debts.

Some time previous to that modest piece of confiscation implement makers had begun to feel that they were pursuing a wrong policy by selling on such liberal terms of credit in the West. After the passage of the act referred to they more than felt that their policy was wrong—they knew it. Suiting their actions to their convictions, therefore, they decided upon a change of policy. Commencing 1916 they will not only be more careful whom they sell to, but will demand of even the most favored purchaser a larger cash payment and shorter terms on the balance. Eventually they will hope to put the business on a strictly cash basis.

After all, why shouldn't farmers (perhaps it would be better to say why shouldn't some farmers) pay cash for their implements? When they go to buy a motor car they have to pay cash, and they do it without complaining. The money they spend on that motor car is money that their implements have enabled them to earn, yet like as not they will buy the car for cash before they have the implements paid for.

There's no denying the fact that credit is a necessity to some farmers, and that without credit the West would never have been what it is to-day. But there's no denying the alternative and hardly less important fact that the generous credits given by implement manufacturers throughout the West have encouraged the farmers in very bad habits.

Those habits will never be corrected by statutes of the kind that Saskatchewan passed in 1915, but they can and will be corrected by the measures of self-defence which these same statutes are now forcing manufacturers to take.

* * *

ADVANCING WAGES

(From Buffalo Express)

Three years ago the United States Steel Corporation voluntarily increased the wages of its employes. Another increase of 10 per cent. has just been announced. This will add, it is estimated, about $15,000,000 to the annual payroll, as against about $12,000,000 added by the last increase. The difference is caused mainly by the larger number of men employed by the corporation. There are now about 240,000 on the books, as against 229,000 in 1913. In 1914 the number had dropped to less than 180,000 with the slump in business. A year ago the directors were considering whether they would better not decrease wages, so dull was business, but they decided that the wise thing to do would be to pass the dividend on the common stock. It is certain that the great majority of holders of common stock of the corporation could better do without dividends than the workers could do without wages.

It remains to be seen what effect this increase will have on wages in the so-called independent plants and on wages in general in the big industries. A number of the independent steel companies already are hampered by strikes, while the indications are that more demands are to come. The increase by the United States Steel Corporation naturally will be taken by workers in the iron and steel industry as the basis for their demands. They will say that if this corporation can afford to increase wages, their employers can. Judging from the reports of the business that is being done by the independent companies, it is not apparent that the employers will have very forceful arguments to the contrary.

* * *

TAIL-TWISTING

(From New York Commercial)

Twisting the British lion's tail is still the favorite pastime of some American politicians, a few of whom have seats in the United States Senate. In the discussion of our international relations some of them seem to forget that we are bound by one of the so-called Bryan treaties to submit to arbitration all disputes with Great Britain and not to declare war within one year after making a protest. If this treaty is anything more than the now proverbial "scrap of paper" some of this tail-twisting is out of place.

One Senator, who is usually fair and broad-minded, recently said that we gave to Great Britain the same voice in the control of the Panama Canal that we ourselves exercise, and that we have thereby submitted to a violation of the Monroe Doctrine. Before we started to construct the Canal we made a new treaty with Great Britain to get rid of the Ashburnham treaty, but the new treaty gives Great Britain no more to say about the Panama Canal than China or Norway possess. It is open to all on equal terms, but the United States Government has the sole power and right to fix canal tolls and other terms. The only limitation imposed on us is to treat all alike.

It is the height of folly to say or do anything that will create ill-feeling. In such a war as this all the belligerents and most of the neutrals are on edge. We should maintain our rights with firmness and dignity, but no man in public office, be he President, Senator or Representative, should pour oil on the flames by inconsistent words. We have avoided a break with the Teutonic Powers who cannot help or hurt us much while the war lasts and the Allied fleets dominate the seas. It would be folly to quarrel unnecessarily with other Powers that are buying more from us than we ever before sold, and who could deflect their purchases to others and cripple our foreign trade by simply withdrawing their ships from our ports. We have gained far more than we have lost as things stand. Had Germany been able to keep her warships at sea we would be selling little to those who are taking the bulk of our exports. We have chosen to take the easiest way in dealing with the belligerents so far, and it is to be hoped that Congress will not indulge in too much tail-twisting for political effect on the coming elections.

* * *

AN IMPERATIVE DUTY

(The Financial Post.)

Two points of the utmost importance to the Dominion were dealt with by Mr. Gooderham, the vice-president of the Bank of Toronto, at the recent annual meeting, and they had reference to the increase of our exports and limiting the issue of Dominion notes to limits strictly set by the needs of commerce. The Financial Post is very glad to direct its readers to a study of Mr. Gooderham's remarks, as they will do much to offset the effect of the glib economic heresies to plausibly disseminated by some influential newspapers. After indicating the extent of Canada's resources, Mr. Gooderham states that "To assist in increasing exports from the above sources, is, for the bank, an imperative duty." It is, however, for the public to do its part in placing the banks in a position to do for the country what is the national wish that it should do.

What the banks can do in keeping the wheels of commerce moving, as well as our armies in training and in the field, is limited by the resources the public place at their disposal. Banks, like human beings, have their limitations, as thus so well accentuated by Mr. Gooderham:

"Our next most important duty as bankers is to aid the Government in financing. There is a limit, of course, beyond which we cannot go. Our resources are limited. We can only lend the surplus that depositors provide, and for this we must look to the individuals composing our population. The Banks have not yet arrived at the stage where they can undertake to provide all the capital that is required for the development of our natural resources. The country must continue to borrow abroad, in such markets as are open to it, such sums as may be required for future developments. Our banking deposits are not equal to so great a task, and they must not be unduly depleted so as to lessen our working capital.

"Neither can we weaken our financial standing by relying upon increased issues of Dominion Government currency. Our currency, whether of Bank notes or Dominion Government notes, should, in its practical working, be limited to what the country requires for its daily needs in enabling transfers of commodities to be easily and conveniently carried out. Anything beyond that should be provided for by fixed capital.

"The Banks will, therefore, be dependent upon the continued increase in deposits to enable them to continue to aid in financing the large requirements ahead of us, and the necessity is thus laid upon every one to share in this."

The above is but an extract and our readers will find it well worth while perusing the full text of Mr. Gooderham's remarks. He possesses the gift of avoiding technical language in clearly dealing with a subject not as well understood as it ought to be.

* * *

WINTER BUILDING

(From the Heating and Ventilating Magazine)

With "Winter Building" as a slogan, a campaign has been started to encourage building as an all-year-round proposition. The point is made that the dropping off of general building activity during the cold weather is due more to force of habit than to any more substantial cause. In support of this statement opinions have been obtained from architects and manufacturers of building material, indicating that the architects are as anxious for more winter building as the building supply manufacturers. A manufacturer of asbestos sheathing paper and of materials used in the installation of heating plants wrote that "without doubt an increase in winter building would give improved conditions to all material houses," and endorsed the proposal to influence the architects and builders toward a wider activity during the cold season.

Two manufacturers, while personally endorsing the plan, believed the old bug-a-boo, "there always has been a dull season and there will be one," and added, "the opinion seems to be that the bulk of small building will be held up during the cold weather, however desirable it may be to extend it." The consensus of opinion, however, was to the effect that any manufacturer entering on such a campaign would benefit the architect and contractor, as well as the owner.

One of the most interesting points, from the standpoint of the heating engineer, is a statement regarding the effect of summer dampness on the interior woodwork of buildings. It was claimed, for instance, that the liability of the woodwork to shrink or swell in the winter time is far less than in summer, when the comparatively high moisture content of the air has the effect of swelling such woodwork, with the result that when the cold weather comes, accompanied by the lack of

(Continued on page 46)

EVENTS IN THE TRADE

Removed to New Building

The Canadian Eveready Works, flashlights and batteries, have removed to the new Purman Building, 263-265-267 Adelaide street west, Toronto, Ont.

Small Fire

Hamilton, Ont.—The E. T. Wright Company's premises were damaged by fire to the extent of $500 on January 18th.

Business Changes

Orangeville, Ont.—S. A. McCartney, hardware and novelty merchant, has sold his stock to Fred Faulkner.

Carman, Man.—W. C. Hemenway, hardware merchant, has sold his stock to S. J. Staples & Son.

To Locate in Regina

Regina.—The city's negotiations with the Imperial Oil Company, to locate a refinery here, are practically closed.

The company, it is expected, will erect a $500,000 refinery with storage tanks throughout the country to enable them to meet the increasing demands for gasoline.

Other cities in Western Canada were considered by the oil company for the location of their proposed new plant.

James McInvish will be district manager.

New Firms

Montreal, Que.—J. A. Normandin has opened up his hardware specialty store at 994 Rue St. Denis, Montreal, and established a complete electric and a sporting goods line. He plans with the spring to have a full line of auto accessories.

Personal

D. J. Hutchinson has been appointed traveller for the Cushman Motor Works of Canada, Ltd., 288 Princess Street, Winnipeg, and will call on the trade during the next few weeks with the Wagner hardware specialties and Cushman lightweight engines.

Geo. H. Williamson, of the Miller-Morse Hardware Co., Winnipeg, is severing his connection on February 1 to join the staff of the Merrick-Anderson Co. Mr. Williamson will take charge of the catalogue and advertising department of the latter firm.

H. V. Morse, of the Morse Hardware & Lumber Co., Swan River, Man., was a recent visitor in Winnipeg.

C. W. Hartman, hardware merchant, Midland, Ont., was recently elected to the school board.

A. J. Wright, hardware merchant, Glencoe, Ont., was recently elected as councillor.

T. Dafoe, hardware merchant, was recently elected as councillor.

A. M. Towe, London, Ont., representing Pinchin, Johnson & Co., of Canada, Toronto, is making a trip through Western Canada in the interests of the firm he represents.

C. W. Conn, Tillsonburg, Ont., president Ontario Retail Hardware & Stove Dealers' Association; W. F. Macpherson, Prescott, Ont., secretary, and H. Occomore, Guelph, Ont., attended a meeting of the Advisory Committee of the association held at the King Edward Hotel, Toronto, during the week.

R. C. Misson, manager Montreal branch of the Sherwin-Williams Co., of Canada, Ltd., and W. J. Chambers, chief chemist of the company, were visitors at the company's Toronto branch this week.

J. R. Cote, of the Walkerville Hardyare Co., Walkerville, Ont., was a business visitor in Toronto during the week. Mr. Cote spoke optimistically regarding the future business outlook in the Walkerville districts.

Mr. Brownlee of Brownlee & Atkinson, hardware merchants, Unionville, Ont., has been elected reeve of the municipality. Mr. Brownlee, who is 29 years old, is one of the youngest hardware merchants holding a position of this kind.

Death of John Hall

The death occurred recently at St. Louis, Mo., of John Hall, the veteran sales manager of the Simmons Hardware Co., St. Louis, Mo. Mr. Hall suffered for a long period from a painful illness, brought on by Bright's disease.

Mr. Hall had a wide circle of friends among the hardware fraternity in Canada, who will regret to hear of his death.

Winnipeg Notes

Geo. Germain, of Germain Bros., Tugaske, Sask., passed through Winnipeg last week on his way to Altona, where he spent the week-end with his brother.

R. C. Black, of Hewitt & Black, Ltd., Medicine Hat, Alta., passed through Winnipeg last week on his way East.

Walter Bate has joined the sales staff of Merrick-Anderson Co., Winnipeg, and will represent them in South-Western Saskatchewan.

Geo. A. Merrick, of Merrick-Anderson Co., Winnipeg, is leaving for an extended trip to California. He will be accompanied by Jos. A. Merrick, who expects to return to Winnipeg shortly.

Frank Brunell, of La Fleche, Sask., has been in the city on a buying trip.

T. Greenside, of Fleming, Sask., is in town this week, calling on the jobbers.

Mr. E. C. Fawcett, of Stoughton, is in town, placing his orders for spring. Mr. Fawcett has recently joined the ranks of the benedicts.

Cleveland Stone Annual

Stockholders of the Cleveland Stone Co., recently elected the following directorate: Commodore George H. Worthington, J. H. Wade, E. A. Merritt, Gen. George A. Garretson, L. A. Murfey, William G. Dietz, Andrew Squire, former Judge W. B. Sanders, H. W. Caldwell, J. R. Miller and C. W. Walters. The board elected the following official staff: Mr. Walters, president; Mr. Wade and Mr. Caldwell, vice-presidents; Mr. Miller, secretary-treasurer, and A. V. Brown, assistant secretary. It was stated at the meeting that the outlook for business is very good with the only fly in the ointment the possibility that steel mills will be hard put to deliver sufficient structural, thus holding back other industries.

A Correction

On page 38 of last week's issue of Hardware and Metal, it was stated in error that A. M. Smith, of the McClary Mfg. Co., London, Ont., had been elected president, Canadian Hardware Manufacturers' Exhibitors' Association. The item should have stated that Mr. Smith had been elected president of The Canadian Stove Manufacturers' Association. Adam Taylor, of the Taylor-Forbes Co., Guelph, Ont., is president of the Canadian Hardware Manufacturers' Exhibitors' Association. The latter organization will hold a hardware exhibition at London, Ont., in June. Hardware and Metal regrets the error, and inserts this explanation in order to correct any misunderstandings which may have resulted from the item which appeared last week.—Editor.

Death of Alexander Ramsay

Death Came Suddenly to the President of A. Ramsay & Son Co., Montreal—Developed and Gave Important Position to Paint and Oil Company

Montreal, Que.—Alexander Ramsay, president of A. Ramsay & Son Company, died suddenly at his home, 495 Argyle Avenue, Westmount, early Friday morning, January 14. Mr. Ramsay had spent the day at his office on Thursday, and was apparently in perfect health when he reached home. Early Friday morning he experienced some distress, called one of his sons, and then sank rapidly. Major F. S. Patch, his son-in-law, was called, but the doctor's efforts were unavailing.

Mr. Ramsay was born in Glasgow, Scotland, 76 years ago, was educated in Montreal, and began his business career in the paint and oil house established by his father. When his father died in 1867, Mr. Ramsay became sole proprietor, eventually incorporating the business under the title of A. Ramsay & Son Company. Under his direction the business was largely increased, and the house has long been one of the best known in its line in the Dominion.

Mr. Ramsay was a member of the Montreal Board of Trade, the Royal Montreal and Beaconsfield Golf Clubs, the Heather and Caledonia Curling Clubs, and was past president of the Royal Caledonia Curling Club of Scotland. He was a justice of the peace, and has been a councillor of Westmount. He was highly respected for his integrity as a business man.

In his earlier days Mr. Ramsay served as an officer in the Royal Guards, and also in the cavalry, and was called out at the time of the Fenian Raid.

In 1868 Mr. Ramsay married Miss Lydia Clark, daughter of the late James Clark, of Bloomfield, Ont. He is survived by his widow, three sons and two daughters: A. Frank Ramsay, W. A. Ramsay, W. B. Ramsay, Mrs. F. S. Patch, and Miss Lydia Ramsay, who is nursing in Cannes, France.

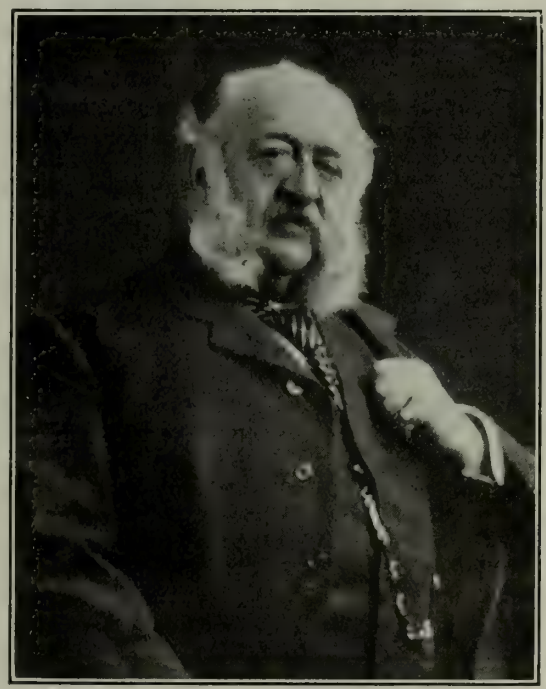
The funeral of the late Mr. Ramsay was held on Saturday afternoon, Jan. 15. There were many beautiful floral tributes. A large number of well known business men, prominent in the paint and hardware trades, attended the funeral.

R. W. Ashcroft Joins the United States Rubber Company

R. W. Ashcroft who for some time filled the position of manager of publicity for the Canadian Consolidated Rubber and associated companies, has accepted an appointment to a similar office for the United States Rubber Company of New York. Mr. Ashcroft's ability as a publicity manager, has several times been given signal recognition, the most recent honor being the second prize of $500 cash in the competition for ideas and suggestions conducted by the Rice Leaders of the World Association in which the best publicity experts in the United States took part.

Taken On New Agencies

Toronto, Ont.—T. Mortimer, manufacturers' agent, 64 Wellington Street E., Toronto, has taken on the agency for Canada of the Camillus Cutlery Co., Camillus, N.Y., manufacturers of pocket knives, and also the agency for the Atlas Shear Co., Bridgeport, Conn., manufacturers of cast shears and ladies' scissors.



LATE ALEXANDER RAMSAY

Montreal, Que.—Saunders & Wainwright, St. Nicholas Building, announce that they have been appointed Eastern Canadian agents for the Robeson Cutlery Co., of Rochester, N.Y. The Robeson Cutlery Co. manufacture a complete line of pocket cutlery.

Obituary

Port Hope, Ont.—The death took place here of Richard Dunn, who for many years carried on a tinsmithing and plumbing business.

To Add Auto Accessories

Robinson & Co., Ltd., Main and Portage Avenues, Winnipeg, Man., one of the large department stores of that city, opened a sporting goods department a few weeks before Christmas, and met with such success, they are considering the addition of a number of new lines, including automobile accessories, guns and ammunition, and fishing tackle. J. E. Smyth, who was formerly connected with a business in Norwood, Man., is in charge of this department.

C. A. L. Wilson, manager of the hardware department of Robinson Co., Ltd., Winnipeg, will leave shortly for a buying trip in the East, and will be away several weeks.

Try to Grow Hemp

Calgary, Alta.—Extensive experiments in the growing of hemp for binder twine and cordage will be undertaken this year in the three provinces, Alberta, Saskatchewan, and Manitoba. The information was given out at the Canadian Pacific Industrial Department.

"Millions of dollars have been expended in the Canadian West for binder twine," said John F. Sweeting, Industrial Commissioner, "and if hemp can be properly grown here, it would mean a saving of that sum to Canadian industry."

Mr. Sweeting explained that experiments in a high-grade hemp, the seed of which was imported from Kentucky, were made in growing last season, but that owing to the fact that most of it got hailed out, the results of the experiments had not been a satisfactory test. The growing of hemp in the experiments of the coming season will be made in the three Western prairie provinces for the purpose of ascertaining which provincial climate is best adapted to the growing of hemp, what qualities are produced in the product in the various climates, and which are the most advantageous.

National Cash Register Company Get Dominion Charter

The Canadian Gazette under its heading "New Charters," states that the National Cash Register Company have received a million-dollar charter.

Since the erection of its huge works in Toronto the Canadian branch has been fostered by the mother industry at Dayton, Ohio. There will be practically no change in the management under the new charter. H. J. Daly, who was manager of the Canadian branch, becomes managing director of the new corporation; W. J. Irvine is assistant manager; C. H. Rooke, office manager, and W. L. Tobias, factory superintendant.

The entire $1,000,000 capital is paid up.

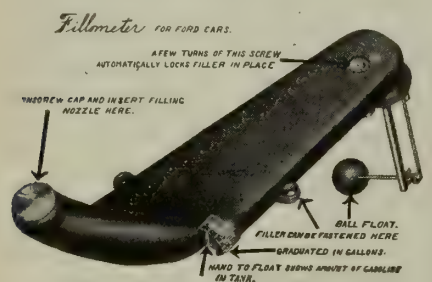
J. A. Howse, Strassburg, Sask., has purchased the stock of Marshall & Elliott. The latter firm has been in business about a year.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

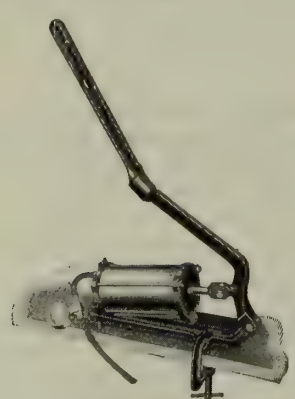
FILLOMETER FOR FORD CARS

The Apex Electric Manufacturing Company, 1410 West 9th street, Chicago, Ill., are placing on the market an appli-



Fillometer for Ford Cars

ance for filling Ford car gasoline tanks without, it is claimed, necessitating the removal of the front seat. The fillometer is an iron casting, finished in baked black enamel. It is said to be neat in appearance and when once fitted to the tank need never be removed. It is fitted with a gauge which can be easily read from the driver's seat. To fill the tank all that is necessary is to remove a cap from the outer end of the fillometer and insert filling nozzle. The shipping weight of the fillometer is ten pounds. The makers claim that the device is a great convenience, particularly in stormy weather.

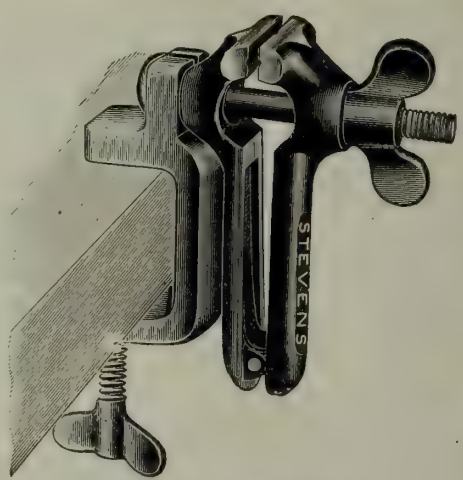


Yankee Auto Pump

The Apex Company have also placed on the market a new motor car pump. The manufacturers claim it to be the only pump a woman can handle. It is equipped with a gauge and can be folded to fit in the tool kit. It operates by means of a lever.

COMBINATION HAND VISE

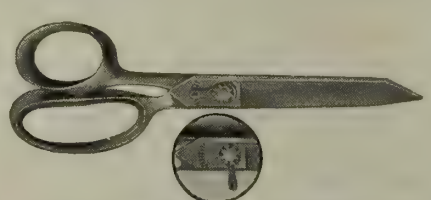
A new hand vise especially adapted for motorists and the repair man is being placed on the market by Stevens & Co., 375 Broadway, New York, N.Y. It is made so that it can be fixed in a moment to the running board, or removed in a few seconds. The vise is made of drop forged steel four inches over all, jaws extra hardened, 1⅛ inches wide and opening 1⅝ inches. The tension of the jaws is automatically maintained by a small flat spring concealed in the handle. A large wing nut permits setting the work tight with little effort.



Combination Hand Vise

AUTOMATICALLY ADJUSTED SHEAR

Shears without a screw, which can be automatically adjusted by a lock-nut and lever, without the aid of tools, simply using the thumbs and fingers, have recently been placed on the market by the H. Clauss Mfg. Co., Fremont, Ohio. They state that these shears have been so perfected that the bolt and the lock-nut, as shown in the accompanying illustration, hold as firmly as the old screw-bolt and at the same time can be adjusted at will for light or heavy cutting by moving



Automatically Adjusted Shear

the lever to the left or right. The adjusting features of the lock-nut, it is said, take up any wear of the bolt head so that the shears are always in trim for use. Another feature of this Improved Lock-Nut Shear is said to be the prevention of interference of children and others with the adjustment, by setting the lever and blades in the proper position and closing the blades, thus locking the shears at the bolt. Prices are about the same as that of first-class screw-bolt shears with a slight additional charge for royalty and the adjustment.

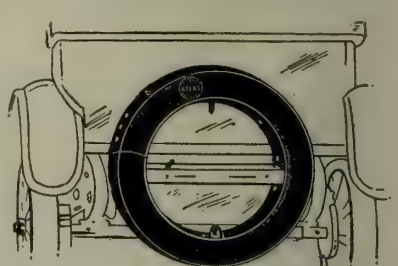
"ATLAS" TIRE COVERS

The Atlas Specialty Company, 217-221 North Michigan avenue, Chicago, Ill., are starting the manufacture of holder and rim tire covers made in flexible black enamelled duck. These covers run in various sizes to accommodate the different size tires. The cost ranges, according to size.

The same firm is turning out "Nu-covering" for auto tops. "Nu-covering" takes the place of old and shabby cloth

Nu-covering for Autos.

tops. The old cloth is removed, and the frame re-covered with "Nu-covering," giving the car top an entirely fresh ap-



Atlas Tire Cover

pearance. "Nu-covering" consists of roof, quarters, backstays and back curtain with celluloid light, and is made of 32-ounce rubber. All fasteners and trimmings are furnished.

The company also make Atlas side curtains for Ford cars. Side curtains are sometimes lost. Atlas curtains are claimed to be made of standard Ford equipment.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

ALTHOUGH the prices of many hardware lines are now abnormally high, the outlook is that further advances will take place in the near future. Owing to the present condition of the markets as outlined in the reports which follow, hardware buyers have to exercise extreme caution when purchasing certain lines which rapidly run into money and are at present abnormally high in price. This week, like almost every week during the past few months, has its budget of important price changes. There is considerable strength in the primary metal markets. There is a shortage of many iron and steel products. Among the many price changes this week are advances on Manila and sisal rope, African hemp, sash cord. Bolts, nuts, drills, copper rivets, boiler plates, pipe fittings, sash weights, washers, wringers, washing machines, butts. Many other lines have advanced in price during the week. Higher prices are expected in the near future on ready-mixed paints, screws, files, roofing and other lines. January business, so far, has been excellent. Most jobbers report that business so far in 1916 is considerably ahead of business during the corresponding period of last year.

MONTREAL

MONTREAL, Jan. 20.—With the continued upward movement of the iron and steel markets and the products and manufactures of these metals, and with the travellers actively pushing their spring campaigns, the booking for the coming season is assuming large proportions. And not only are the bookings heavy but there is a brisk movements of general goods,—with staples predominating,—for immediate delivery. This indicates that the trade is restoring its faith in the future and perhaps even doing something in the way of speculating on price movements. Altogether the business being transacted is very much better than during the same period of last year.

There are certain indications that the situation in the hardware trade is becoming rather an awkward one. On the one hand there is the continued upward movement of the market with prospects that it will continue and on the other hand there is the fact that prices are already abnormally high and that a reaction is a possibility. Should the war continue for a year or so there will undoubtedly be a shortage in many lines, in fact wholesalers do not see where they are going to meet demands. But should there be any important change such as the development of prospects of an early peace—there would undobtedly be a reaction because the present position of the various markets is abnormally high.

Generally speaking the outlook is that advances are to continue—there is nothing else in sight—but the rising level puts the retailer in a position where he must exercise caution in the extent of his purchases and not put in stocks out of proportion to his capital. The retailer who protects himself is the one who makes good profits but there may be such a thing as over-doing it.

The advances this week include black sheets, Canada plates, pipe, barb and other galvanized wires, nuts, drills, bar, refined, horse shoe and Norway iron; mild, band, sleigh shoe, domestic, machinery, tire, toe calk, and spring steel; copper rivets, boiler plates, boiler tubes, sash weights, pipe fittings, iron-washers, stoves and furnaces and old materials.

Higher prices are expected in the near future on: sheets, pipe, nails, bolts, screws, roofing, files, and wringers as well as manufactures of iron and steel generally. Metals have been comparatively quiet although generally firm; tin is quoted fractionally higher.

Tin Slightly Higher.—The tin situaction locally is fractionally higher and very firm. The influence of the London market, where there has been an increase for spot and a decline for futures, appears to dominate, and New York is also half a cent up. New York understands that all shipments during January from the East Indies must come via London and, on arrival at the latter port, there will be permits issued for trans-shipment to America. Should the British government feel that their home security for the supply of tin is impaired they would probably hold supplies. Montreal quotation: 46½c-47c — very firm.

Spelter is Firmer.—While the local situation as regards spelter is unchanged, so far as quotations are concerned, the market is firmer on the influences of advances scored in New York. However, the American situation is comparatively quiet at writing, following a flurry brought on by the tie-up in the railroad situation. New York looks for the quietness to continue for a few days with the possibility of slightly earlier quotations, with the embargo on shipping reducing actual consumption and thus acting as a market boomerang. Montreal quotation: 22c-22½c—firm.

Lead Steady and Quiet. — The lead market is practically unchanged, with the American Trust maintaining the advance recorded a couple of weeks ago and second hands and independents making offerings from 5c to 10c below. London has recently shown a recovery following, the dip caused by the government regulation of trading, and New York has been somewhat firmer on this influence. Montreal quotation: 8c-8½c —steady.

Copper Somewhat Firmer.—An advance of half a cent since last report is indicated in the quotations on the American market and this has had the effect of making the situation somewhat firmer here, although there is no actual change in the quotations. So far as the Eastern States are concerned an important factor has been the recent action of the New Haven railroad in declaring an embargo against certain freight shipments as the result of a congestion of traffic. This has already been responsible for the closing down of several plants. Montreal quotation: 27c-27½c —firm.

Antimony.—There is little change in the situation as concerns antimony and the quotations remain unchanged. American markets are fractionally higher on a revival of a certain business interest which has been lacking for some time; however, futures are still weak and irregular. Montreal quotation: 45c, steady.

Solder is Firm.—With a slightly higher market for tin the situation in solder is firm on the advance recently made. Quotations remain as at last report, but there is a tendency to move prices nearer to the top of the range. Montreal quotations: Half-and-half (strictly) 29c-30c and Half-and-half (commercial) 27c-28c.

Aluminum.—There is very little interest in the aluminum market, as the continued high price keeps it above the level where it attracts attention for normal commercial purposes. Prices locally, although largely nominal, have

been without change for some time and there are no developments in sight for the immediate future. Montreal quotation: 68c—nominal.

Little Change in Steel.—There is little or no change in the general outlook in the steel and iron situation. Advances in the different products and manufactures of the metals continue from time to time, and, with a continuation of heavy booking and lack of assurance as to future supplies, the trade is endeavoring to figure out where the market is going. On the one hand, should the war continue for a considerable period, there will undoubtedly be a serious shortage of goods and materials if not an actual famine, while on the other hand a sudden development which would relieve the tension — such as indications of an early peace— would probably cause a collapse which would be extremely dangerous to those who are buying heavily on the advance on speculation. All indications are that there will be further advances in nearly all these lines and the end is not in sight, but considerable judgment should be exercised in view of the fact that quotations are already abnormally high.

Galvanised Sheets.—While there has been no general change on galvanised sheets since th. advance of last week, there have been some readjustments made with the result that present quotations now appear as follows:

B.W. Gauge	Queen's Head	Fleur de Lis	Gorbal's Best
16	$....	$....	$5 50
16-20	6 40	6 15	....
18-20	....	....	5 70
22	....	....	5 95
22-24	6 50	6 30	....
24	....	....	6 50
26	6 75	6 45	6 75
28	7 00	6 75	7 00

	Premier	Apollo Colborne	Crown
14	$5 40	$5 40	$....
16	5 20	5 40	5 80
18-20	5 80	5 60	5 80
22-24	6 00	5 70	6 00
26	6 25	5 80	6 25
28	6 50	6 30	6 50
10¾ oz.	6 75	6 50	....

Black Sheets.—There have been some further adjustments in the situation as regards black sheets. In addition to the general advance last week which was followed by the bulk of the wholesale houses, there are certain jobbers who have a list of their own in which they made adjustments to cover gauges of which they have greater supplies on hand than others. To illustrate this the two lists given by a leading wholesale firm and a leading metal dealer are given as follows:

10 gauge	$3 50	$3 50
12 gauge	3 50	3 60
14 gauge	3 50	3 35
16 gauge	3 25	3 40
18-20 gauge	3 25	3 55
22-24 gauge	3 25	3 65
26 gauge	3 15	3 70
28 gauge	3 55	3 80

Canada Plates—Some further advances and adjustments have been made with regard to Canada plates—ordinary, bright and galvanised. On the ordinary there is now a spread of 30c while on polished there is an increase of 25c. On galvanised there is an advance of 25c to 50c in addition to the increase of 25c referred to last week. The situation continues very firm with further price changes in an upward direction probable in the near future. Quotations are now as follows:

Ordinary, 52 sheets	$4 00
All bright, 52 sheets	5 25

	Apollo	Galvanized Crown	Gorbals
18x24x52	$ 6 25	$6 25	$6 50
60	6 50	6 50	6 75
20x28x47	6 75	6 75	7 00
20x28x94	13 50	13 50	14 00

The Pipe Situation.—As yet there has been no official advance on pipe prices but it is expected on the advices from manufacturers that the increase will go into effect sometime in the next week and that both black and galvanised products will be concerned. The following list which was readjusted last week by one local house to indicate the advance likely is, therefore, of interest although some reports indicate that the advance will be more emphatic.

NEW DISCOUNTS ON BOLTS AND NUTS

Applying to Standard Lists.

	%
Carriage Bolts ($1.00 list), ⅜ in. dia. and smaller	57½
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger	42½
Machine Bolts, ⅜⅜ in. dia. and smaller	57½
Machine Bolts, 7-16 in. dia. and larger	47½
Sleigh Shoe Bolts, ⅜ in. diam. and smaller	47½
Sleigh Shoe Bolts, 7-16 in. dia. and larger	42½
Coach and Lag Screws	65
Skein Bolts	60
Square Head Blank Bolts	47½
Bolt Ends	47½
Plow Bolts	47½
Elevator Bolts	47½
Fancy Head Bolts	40
Shaft Bolts ($3.00 list)	40
Step Bolts, large head ($3.00 list)	40
Whiffletree Bolt	40
Nuts, square	3 c off list
Nuts, hexagon	3¼c off list

Terms: 2 per cent. off 30 days from date of shipments, London, Montreal, Toronto, Hamilton.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 46	$ 3 87
½ in.	3 06	4 71
¾ in.	3 57	5 81
1 in.	5 27	8 59
1¼ in.	7 13	11 62
1½ in.	8 53	13 89
2 in.	11 47	18 69
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 01
Lapweld		
2 in.	12 95	20 17
2½ in.	18 72	30 12
3 in.	24 48	39 40
3½ in.	29 44	47 38
4 in.	34 88	56 14
4½ in.	41 82	67 95
5 in.	50 42	79 18
6 in.	65 28	102 72
7 in.	88 06	139 23
8 in. x 25 lbs. per ft.	92 50	146 25
8 in. x 28 lbs. per ft.	106 56	168 48
9 in.	.....	.....
10 in. x 32 lbs. per ft.	118 40	187 20
10 in. x 40 lbs. per ft.	152 44	240 92

Metal Products. — The advances on different products of various metals such as copper bars, wire and sheets; brass springs, rods and tubes and lead pipe and sheets, referred to last week, have all been absorbed on a firm market which promises to be well maintained until there is some material reaction in the metals themselves.

Galvanised Wire.—A further advance of 55c on barb is an indication of what has happened in the galvanised wire market this week. This makes barb $4.50, plain, twist $5.10, No. 9 plain galvanised $4.00 and No. 9 coil spring $4.05; No. 12 plain galvanised is $4.15 and No. 13 plain galvanised $4.25. In view of this advance there are indications that nails may go higher and there has been considerable booking of the latter.

Advance on Nuts.—Higher quotations are now in order on nuts. The square are now 3c off list as compared with 3¼c and the hexagon now 3¼c off list as compared with 3½c. The bolt list is very firm and higher prices are being looked for.

Drills are Higher. — Changes in the discounts on drills have been made. Wood drills are quoted 30% off as compared with 42½%; straight shank drills and paper shank drills, up to 1½, 62½% off as compared with 65% and paper shank, larger than 1½, 20% off; bit stock drills are 65 and 5% off. This is another of the many lines which are being affected by the higher markets for steel.

Iron and Steel. — There is another general advance throughout many of the items in the iron and steel list. This comes as the result of the rising cost of raw materials. The new prices compared with those prevailing for the past couple of weeks. are as follows:

	Old.	New.
Common bar, per 100 lbs.	$2 35	$2 45
Refined iron, per 100 lbs.	2 60	2 70
Horseshoe iron, per 100 lbs.	2 60	2 70
Norway iron	5 75	2 85
Mild steel	2 70	2 80
Band steel	2 70	2 80
Sleigh shoe steel	2 70	2 80
Domestic	2 70	2 80
Reeled machinery steel	3 30	3 50
Tire steel	2 80	2 90
Toe calk steel	3 60	3 70
Spring steel	3 35	3 50

Copper Rivets Big Advance.—A very important advance has been made on copper rivets, which is of particular interest as it follows several previous changes in an upward direction. As compared with a discount of 15 per cent, rivets (with the usual proportion of burrs) are now net list, while burrrs, which were formerly net, are 20 per cent. advance.

Boiler Plates.—The advance on boiler plates which has been predicted for some weeks has gone into effect. The increase is 20c all round on the following items (new quotations given) :

Plates, ¼ to ½ inch, per 100 lbs.	$2 95
Heads, per 100 lbs.	3 20
Tank plates, 3-16 inch	3 20

Boiler Tubes Also.—Boiler tubes have followed in the wake of pipe in the upward movement. Advances have been made throughout the list from $1.00 to $2.00, according to size. The following are the new quotations:

100 ft., 1½ in.	$15 40
100 ft., 2 in.	11 00
100 ft., 2¼ in.	12 12
100 ft., 2½ in.	14 15
100 ft., 3 in.	14 60
100 ft., 3½ in.	17 85
100 ft., 4 in.	22 80

Sash Weights. — The upward movement of iron has effected sash weights, both solid and sectional. The advance is from 30c on solid, to 15c to 30c sec-

tional. The new quotations are as follows:

Sectional, 1 lb., per 100 lbs.	$2 40
Sectional, ½ lb., per 100 lbs.	2 40
Solid, 3 to 30 lbs., per cwt.	1 90

Fittings.—There has been an advance on iron pipe fittings in sympathy with the general movement in raw materials. The discount on Canadian malleable is now 35% as compared with 37½% formerly.

Rope Advances.—Rope has advanced in price and the following prices are now in effect: Pure Manila, 17½c base; British Manila, 15c base; African hemp, 15c base; Sesal, 12¾c base.

Screw to Advance.—An important advance on screws has been made in the American market and the Canadian market may be expected to follow this example. One forecast is that the increase will be as much as the previous changes have been, which would mean about 20 per cent.

Roofing to Advance.—The prediction is made on good authority that there are to be higher prices shortly for different roofing materials. There have already been some advances in this market.

Files to Go Up.—An advance on files is being talked of, one forecast being that it will be about 10 per cent. This is another of the changes following the rise of steel.

Iron Washers Higher.—A change in the discount of iron washers has been announced, the allowance now being 42½ per cent as compared with 25 per cent. formerly.

Advance on Stoves and Furnaces.—Stove dealers report that there has been a general advance of 5 per cent. on their different products. This affects practically the whole line of stoves, heaters and furnaces and is the direct result of the rising market for raw materials, iron and steel being important factors in the manufacture of such products.

Wringers.—Higher quotations on wringers are expected immediately. The present discount to the trade is 20 per cent. off list and it is expected that there will be a considerable reduction in this.

Brass Butts.—There has been a general readjustment of the discounts on brass butts made by several firms. In some cases this covers advances and in others slight reductions; however the general effect is upward.

Old Materials.—Further advances on old materials are being made from time to time. This week tea lead, heavy lead, heavy zinc and composition turnings are affected. New quotations follow:

Tea lead, pack	5c
Tea lead, chest	5c
Heavy lead	5¾c
Heavy zinc	13¼c
Composition turnings	11¾c

TORONTO

TORONTO, Ont., Jan. 20.—The general situation in the hardware market is much the same as last week. Considering the conditions prevailing, business is satisfactory and the outlook favorable. Financial conditions are much improved, and there is a feeling of confidence in the trade, which is indicated by the increased volume of business in general hardware lines.

Price Changes.—The upward tendency in prices continues, and there are no indications of more settled conditions. There are a number of price changes to note this week, and advances in a number of lines are looked for. The iron, steel and metal markets are strong, and higher prices for many hardware lines will no doubt be the result. Higher prices have been announced for copper rivets and burrs, brass wire, washing machines, wringers, game traps, Manila and sisal rope, carriage bolts, hand steel, sleigh, shoe and domestic steel, lap-welded boiler tubes, sash cord and barrel churns. Among the products which may be expected to advance in the near future are the following: Wrought iron and galvanized pipe iron rivets, boiler plates, seamless boiler tubes, copper and tinware, galvanized and black sheets, scrap copper, brass and zinc, cotton waste, carpet felt roofing, wire nails, clay picks and mattocks.

Iron and Steel.—The situation in the iron and steel trade is unchanged, and the mills continue working at top pressure on both domestic and foreign business. The consumption of steel products is getting ahead of the producing capacity of the mills, and deliveries are getting behind with no prospect of any immediate improvement. The scarcity of steel is becoming more serious and the situation is becoming acute owing to the heavy demand of steel for munitions.

The upward tendency in prices continues, and the market is very strong. The steady advance in prices in the American market is affecting the home market, and as there is no indication of any recession in the States, higher prices may be expected here. Steel bars have advanced, and are now quoted at 3c, while bar iron is unchanged at 2.60c per pound, although higher prices are looked for in the near future. Band steel is higher at 2.80c per pound.

The steel market in the States is strong, and prices are very firm, but with few changes. The freight congestion in New York is gradually being relieved, and it is reported that the railroads may lift the embargo on export shipments shortly. The strikes at the Youngstown iron and steel plants have disturbed the trade, as there is a possibility of similar trouble in other districts. The heavy demand for steel bars for export shipment continues, and deliveries are being deferred from four to seven months. Inquiries for heavy tonnages of steel bars have been received by the mills, but deliveries are so backward that few contracts have been closed. Steel bars are being quoted at 1.85c Pittsburgh, and nearby deliveries are being quoted as high as $2.25c to 2.50c. The market for billets is very strong, with a tendency to higher prices. Bessemer, open-hearth billets have advanced, but forging billets are unchanged. Wire rods have advanced to $42 f.o.b. Pittsburg.

The ferro-manganese situation has become acute, and prices have advanced to $125 per ton at tidewater. Increased difficulties in the transportation of manganese ore from India, on account of the possible trouble at the Suez Canal, is believed to be the reason for the advance. The British Government has requested all American manufacturers using ferro-manganese to dispose of their products containing this material only to Great Britain and her Allies.

Pig Iron.—The situation is unchanged. The demand for steel making pig iron continues heavy. It is reported that the British Government propose to fix a maximum price on Cleveland pig iron, but this market will hardly be affected, as none of this iron is being imported at the present time. Prices of Hamilton and Victoria brands are very firm and unchanged.

Old Materials.—The scrap copper market is very strong, and prices of all grades have advanced 50c to $1 per 100 lbs. No. 1 machine composition and turnings have also advanced, as well as brass clippings and turnings. The situation as regards wrought and steel scrap is unchanged, the embargo on the export of these materials being still in force. The lead market is strong, and prices of tea and heavy lead are a little higher. Scrap zinc has advanced 50c per 100 lbs. Interests in the West have requested the Government to establish a low rate on scrap iron from points in the West to the mills in the East. The market for scrap iron has hitherto been in the States, but this has been shut off by the war embargo, and shippers are anxious to find a new market in the Eastern provinces, particularly in Ontario. The matter is being considered.

Machine Tools.—The demand for machine tools recently has been much lighter, and business consequently is not so active as a few months since. Small parts for shells, such as primers and fuses, etc., are urgently required, as the output of these parts is considerably less than shell cases, and fixed ammunition only is being shipped to Europe. Makers of shell parts are very busy, and there is a fair demand for equipment for turning them out. Deliveries are still backward from plants in the States, as machine tool makers are well booked up, and labor troubles are also causing serious delay in production. A number of inquiries have been sent out to American machine tool makers, but not much business has been closed on account of late delivery. Canadian machine tool builders are very busy, and have as much work on hand as they can conveniently take care of.

Metals.—The general situation in the metal market is unchanged. There is considerable strength in the primary markets, and prices are being held at high levels. The copper market is strong and higher, but business is a little quieter. The tin market at New York is unsettled on account of the difference of opinion in the trade as regard the effect of the British Government's policy to keep a good supply of metal in England. The situation in the lead market re-

sembles that of copper, as the British Government evidently intend to regulate quantities sold and to fix maximum prices. The spelter market is quiet and unchanged, while antimony and aluminum are both being quoted at last week's figures.

Copper Higher.—The market is strong and higher. No statistics regarding the copper position are available, but it is generally thought that the production is being entirely taken up. There is a very heavy consumption of copper, and the position is as strong as ever. Local prices have advanced ½c, and copper is being quoted at 26½c per pound.

Tin.—The market is firmer, with an improvement in London. The New York market is unsettled, as there is a difference of opinion in London in the trade as to the effect of the British Government's policy in keeping a good supply of metal in England. Quotations are unchanged and nominal at 48c per pound.

Spelter Advances.—The market is firm and prices a little higher. There is a good demand for spot and early deliveries, and indications point to higher prices. Spelter has advanced 1c locally, and is now quoted at 21½c per pound.

Lead.—The market is dull and prices unchanged. It is reported that the British Government intend to regulate quantities of lead sold and also to fix maximum prices. Local quotations are unchanged at 7½c per pound.

Antimony.—The market is firm and unchanged. There is a scarcity of spot antimony, and the future supply appears uncertain. The situation is unchanged, and quotations are nominal at 40c per pound.

Aluminum.—The situation is unchanged and the market is holding firm. Supplies are scarce, but the demand continues heavy. Local quotations are unchanged at 68c per pound.

Solder.—The market is firm and unchanged at the higher levels announced last week.

Galvanized Sheets.—The market is very firm at last week's advance. Both black and galvanized sheets are being sold on the local market below cost of importation. This condition cannot continue, as profits are not enough to make the business worth while. Stocks are light, so resale prices will have to be based on manufacturers' costs, which means that a considerable advance in sheets will have to be made. Conditions in the trade are so uncertain that many manufacturers of galvanized sheets have withdrawn from the market. Sheet mills are operating at maximum capacity, although the galvanizing departments of most plants are not producing more than 50 per cent. of their normal output.

Black Sheets.—The market is strong and higher prices are looked for. The sheet makers are very busy, and deliveries are getting more backward than ever, being deferred anywhere from 6 to 8 weeks. Prices on black and blue annealed sheets are advancing steadily in the States, which will, of course, affect this market.

Skate Screws.—For the convenience of the trade and consumer, skate screws are being put up in boxes and cartons in the following form: There are 16 oval bright screws, ⅜ in. x 16g., and 8 screws of the same type, ⅝ in. x 6g., contained in one box, which is enough for one pair of skates, and 12 boxes in one carton. The price is 3c per box, or 36c per carton.

Bolts and Nuts Advance.—The steady advance in cost of raw materials has caused makers of carriage and machine bolts, etc., to again revise their discounts, making the new prices about 2½ per cent. higher than formerly. The new discounts are given in panel.

Copper Rivets Up.—The steady advance in copper has resulted in another advance in copper rivets. Copper rivets, with the usual proportion of burrs, are now net list, and copper burrs only are list plus 20 per cent.

Iron Rivets.—It is expected in the trade that an advance will be announced shortly on iron rivets. The present discount is 60 per cent.

Fence Wire.—Although no firm resale price on galvanized and barb and plain galvanized wire is current for Ontario, prices given below, which are for Montreal, might be of interest to the trade generally. There is no doubt that prices for Ontario will be advanced to approximately the same figures:

Barb	$4 50
No. 9 coil spring	4 05
No. 12 coil spring	4 20
No. 6-8, plain galv.	4 45
No. 9, plain galv.	4 00
No. 10, plain galv.	4 50
No. 11, plain galv.	4 55
No. 12, plain galv.	4 15
No. 13, plain galv.	4 25
No. 14, plain galv.	4 95
No. 15, plain galv.	5 35
No. 16, plain galv.	5 45

Game Traps Advance.—Game traps have advanced about 10 per cent., and are now quoted at the following discounts:

New Victor	67½ p.c.
Jump	60 and 5 p.c
H. & N.	55 p.c.
Newhouse	35 p.c.

Washing Machines Higher.—Prices of washing machines and wringers have been advanced 5 per cent., the new discounts being as follows: Washing machines 20 per cent., and wringers 15 per cent. off.

Picks and Mattocks.—Makers of clay picks and mattocks have advanced prices on these lines, and an advance by the jobbers is looked for immediately.

Rope Advances.—Higher prices for rope have been predicted in Hardware and Metal for some time on account of the increase in cost of raw materials and high freight rates. The change affects Manila, sisal, African hemp and lath yarn, and the advance ranges from 1¼c to 1½c. The American market has advanced correspondingly. The new prices are as follows: Pure Manila, 17½c; British Manila, 15c; African hemp, 15c; sisal, 12¾c; single lath yarn, 12c, and double lath yarn, 12½c. These are base prices for ⅝ in. and larger.

Pipe.—Higher prices for wrought iron and galvanized pipe are expected any time on account of the steady advance in cost of raw materials. Prices have recently advanced in the States, where the market is very strong.

Wire Nails.—The market is very strong and higher prices for wire nails are looked for. Wire nails are being quoted at $3.05 per keg base. Cut nails are firm at $3 per keg base.

Lead Pipe.—The market is firm at the advance announced last week. Business is quiet, but the pig lead market is strong.

Brass Wire Advance.—Higher prices have been made on brass wire, which is now net list.

Sash Cord Advance.—Sash cord has advanced 2c per pound, and is now quoted at the following prices: No. 6, 32½c; No. 7, 31½c; and No. 8 and upwards, 31c per pound.

Churns Advance.—Barrel churns have advanced 2½ per cent., and the new discounts are as follows: Toronto, Hamilton, Fergus, London and St. Mary's, 37½ per cent.; Ottawa, Kingston and Montreal, 35 per cent.

Waste.—The expected advance in cotton waste has been postponed, but a new and higher price list may be issued any time.

Kitchen Utensils.—Prices are very firm, and dealers report good business in wares. There is no improvement in the situation with regard to all raw materials, and higher prices for copper, tin and galvanized wares are expected.

LONDON

LONDON, Ont., Jan. 20.—For this time of year business in London is good. Most of the hardware merchants have completed their stock-taking, the results of which, in the majority of cases, have been very satisfactory. On account of the advancing prices and threatened shortages in many lines, hardware stores are preparing to take early delivery on spring goods.

Several price changes have taken effect during the past week. Some lines which advanced in the first week of the year have taken further advances. Linseed oil, for instance, has taken its third advance, the last one being 9 cents per gallon. The new prices are:

	Raw	Boiled
1 to 2 bbls.	$1.09	$1.12
3 to 5 bbls.	1.08	1.11
6 to 9 bbls.	1.06	1.09

Turpentine.—Turpentine remains at last week's prices:

	Per Imp. gal.
1 barrel	87c
2 to 4 bbls.	86c
5 galons	94c

Bolts have taken another advance of 5 per cent., the new prices being shown in separate panel elsewhere in this issue.

Most Canadian makes of hand-saws have advanced 10 per cent. during the past week. Shurley & Dietrich are now subject to discount of 30 per cent. instead of 35 per cent. Pruning, compass and back-saws have a discount now of

35 per cent. in place of 40 per cent. of last week.

Galvanized clothes line wire has advanced again, this week's price being:

No. 19 .... $3.75 per 1000 ft.
No. 18 .... $4.15 per 1000 ft.

Copper rivets are now subject to net list prices, an advance of 20 per cent. On copper burrs 20 per cent. is now added to list prices, an advance predicted by Hardware and Metal. Eureka sap spiles, 600 M, are now 65 cents per 100.

Stewart horse clippers remain at $6.94 each. Chicago sheep shearing machines are now $9 each. Chicago sheep and horse clippers combined are $14.25 each. Sheep shearing attachments for Stewart horse clipping machine are now $7.13 each.

Price of nails remains unchanged. Wire nails, $3.05 base; cut nails $3.15 base.

Fence wire also remains same as last week, the prices being:

Barb	$3 55
No. 9 plain galvanized	3 20
No. 12 plain galvanized	3 35
No. 13 plain galvanized	3 45
No. 9 coil spring	3 25
No. 10 O. & A.	3 31
No. 11 O. & A.	3 37
No. 12 O. & A.	3 45
No. 14 hay baling	3 55

Bright fence staples remain at $3.35 per keg and 25-pound boxes at $3.60 per 100 pounds. Galvanized fence staples are $4.20 per keg and $4.45 per 100 lbs. in 25-lb. boxes.

There have been some changes in the price of rope, the new quotations being:

Pure manila	17½c lb.
British manila	15c lb.
African hemp	15c lb.
Sisal	11½c lb.
Deep sea line	27c lb.
3-16 in. cotton	25c lb.
¼ in. cotton	24c lb.
Sash	31½c lb.

Poultry netting is still quoted at 30 per cent. discount.

Screen wire remains at $1.70 per 100 square feet.

The discounts on harvest tools are 40 and 12½ per cent.

The present discounts on spades and shovels remains at:

1st, 50 and 10 per cent.; 2nd, 50 per cent.; 4th, 40 per cent.

Taylor-Forbes lawn mowers are subject to discounts of 50 and 12½ per cent.

Lead in ton lots is $10.70 per 100 lbs. and in less than ton lots is $11 per 100 lbs., same as last week.

Glass remains unchanged: single diamond, 30 per cent.; double diamond, 30 per cent.; cut lights, net list.

Solder is now sold at 25¾ cents per pound for half-and-half.

Wrought iron washers have discount now of 42½ per cent.

WINNIPEG

WINNIPEG, Jan. 20, 1915.—The latest reports from the various jobbers indicate that business so far this year has been good, and they are very busy at the present time taking care of shipments of goods from the manufacturer, and loading cars for the farthest Western points.

Many Price Changes

There are several price changes to report this week and a list is given below of the various lines affected. It would appear that various jobbers have been selling a large percentage of their goods based on prices prevailing early last year, and as no new contracts can be made within a reasonable figure, adjustments of their selling prices have been necessary. On that account it will be found that invoices going through from now no will carry advances in nearly every line into which steel of any kind enters the manufacture.

Bolts Higher.—The new discount on bolts of various kinds are as follows:—Carriage bolts ⅜ in. and smaller 47½%; 7-16 and laıger 37½%. Sleigh shoe bolts ⅜ and smaller 37½%; 7-16 and larger 32½%; Coach screws 52½%; tire bolts 62½%; square and hexagon nuts, case lots 1 cent from list, small lots net list.

Copper iron rivets and burrs are now quoted: No. 8, 21c per lb.; No. 10, 22c per lb. Coppered iron rivets No. 8, 16c per lb.; coppered iron burrs No. 8 and No. 10, 27c per pound. No. 12 is quoted at 31c per pound.

Linseed Oil Higher.—Linseed oil is very firm at the advanced prices and even higher prices are expected in some quarters. Raw linseed oil in single barrels is quoted at $1.11 per gallon, and boiled at $1.14 per gallon. For 5 gallon cans, an extra charge of 5 cents per gallon is made.

New Prices on Wire.—New and higher prices have been issued on galvanised wire, coppered wire and other lines.

Galvanised wire is now quoted as follows:

No. 8, $4.75 per 100 lbs.; No. 10, $4.85 per 100 lbs.; No. 11, $5.00 per 100 lbs.; No. 13, $4.50 per 100 lbs.; No. 14, $5.50 per 100 lbs.; No. 15, $6.00 per 100 lbs.; No. 16, $6.50 per 100 lbs.; No. 18, $7.00 per 100 lbs.

Coppered Spring Wire is quoted as follows: No 9, $5.65 per 100 lbs.; No. 10, $5.75 per 100 lbs.; No. 12, $5.90 per 100 lbs.

Lines of Fence Wire.—Quotations on other lines of wire for Winnipeg and Ft. William are as follows:—

	Wpg. Spool	Ft. Wm. Spool
Lyman barb wire, gal., 4 pt.	$3 55	$3 30
Ptd., 4 pt.	2 95	2 70
Glidden barb wire, gal., 2 pt.	3 40	3 15
Baker barb wire, gal., 2 pt.	3 35	3 05
	Per 100 lbs.	Per 100 lbs.
Plain gal. wire, No. 9 Ga.	$3 90	$3 60
No. 12 Ga.	4 10	3 80
Coiled gal. wire, No. 9 Ga.	3 95	3 65
No. 12 Ga.	4 15	3 85
Barb wire, catch weights	4 20	3 90
Fence staples	3 75	3 35

Wire and Cut Nails.—Wire nails are quoted at $3.65 per keg, and cut nails at $3.75 base. A discount of 50% is now quoted on carriage rivets, wagon box rivets, section rivets, block iron rivets.

Ship spikes are quoted at $4.50 base. track spikes are quoted as follows: 9-16 by 5½ at $4.25 per lbs.; ½ by 4 and 4½ at $4.40 per 100 lbs.; ⅜ by 3, 3½ and 4 at $4.60 per 100 lbs.

Tinners and Annealed Wire.—The following quotations are now in effect on tinners and annealed wire:

	Per 100 lbs.
Annealed Wire—	
8-9 gauge	$3 70
10 gauge	3 76
11 gauge	3 82
12 gauge	3 90
13 gauge	4 00
14 gauge	4 10
15 gauge	4 25
16 gauge	4 40
Tinners' Bright Wire—	Per 100 lbs.
3-9 gauge	$4 00
10 gauge	4 06
11 gauge	4 12
12 gauge	4 20
13 gauge	4 30
14 gauge	4 40
15 gauge	4 55
16 gauge	4 70

Stone pipe wire 18 and 19 gauge is quoted at 6c per pound.

Other Lines Affected.—Among other lines affected by price changes this week are the following with the new price:

Lead pipe, coils	$10 90 per 100 lbs.
Less than coils	11 90 per 100 lbs.
Bright Screw Hooks, M	55% off list
Bright Sq. Corner Hooks, M	55% off list
Bright Screw Eyes, M	45% off list
Gate Hooks and Eyes, M	55% off list
Black Sheet Iron—	Per 100 lbs.
10 gauge	$4 05
12 gauge	4 05
14 gauge	4 00
16 gauge	4 00
18 gauge	4 25
20 gauge	4 25
22 gauge	4 25
24 gauge	4 25
26 gauge	4 35
28 gauge	4 50
Galv. Sheet Iron	Per 100 lbs.
16 gauge	$5 35
18 gauge	5 50
20 gauge	5 50
22 gauge	5 70
24 gauge	5 80
26 gauge	6 20
28 gauge	6 50
10¾ gauge	6 75

MONTREAL BOARD OF TRADE OFFICERS

The following officers of the Montreal Board of Trade have been elected by acclamation:

President, H. B. Walker; 1st vice-president, Zeph Hebert; 2nd vice-president, Anson McKim; treasurer, P. D. Gordon.

Council—Geo. J. Crowdy, W. A. Black, W. A. Coates, W. G. M. Shepherd, George Sumner, J. F. N. Dougall, A. H. Dalrymple, E. Goff Penny, A. F. C. Ross, T. W. Bole, A. R. Doble and George Ly-

Board of Arbitration—C. B. Esdaile, W. W. Crowdy, W. W. Craig, James Carruthers, J. R. Binning, Joseph Quintal, George F. Benson, Alfred J. Bryce, Norman White, W. H. D. Miller, E. S. Jaques, A. George Burton and R. J. Dale.

HARDWARE LETTER BOX

Boss Barber Razor Hone

E. Boucher, St. Hyacinthe, Que.—Could you tell me where I can get the Boss Barber Razor Hone?

Can any of our readers kindly give this information?—Editor.

* * *

Lowell Ever Ready Clothes Line Reel

The R. S. Piper Co., West Fort William, Ont.—Will you kindly give us the address of the manufacturers of the Lowell Ever Ready Clothes Line Reel?

Lowell Mfg. Co., 108 Fulton street, New York, N.Y.—Editor.

WEEKLY PAINT DEPARTMENT

Activity in Window Glass Industry

United States Now World's Chief Producer—Higher Prices of Raw Materials and Labor Will, It is Claimed, Advance Prices in Near Future —Statement Made by a Broker.

PRACTICALLY the entire demand of the world for window glass has since the outbreak of the war been thrown upon the United States Glass Manufacturers.

The supply from Belgium, France and England has been almost entirely cut off. American manufacturers report that the demand for glass has grown rapidly during the past month, and that the long-expected upward-swing in the glass market has started. Manufacturers are predicting an advance in their prices in the near future, which they claim is fully warranted by the increased cost of many materials used in making and packing glass. Soda ash, one of the principal basic chemicals, has advanced from 200 to 250 per cent.. Nails used for packing purposes have advanced in cost from 75 per cent. Lumber, boxes, chemicals and a number of other raw materials have largely increased in cost.

Canadian dealers are depending almost entirely on the United States for supplies. Owing to the falling-off in the building trades during the past two years the demand for glass in Canada has not been as heavy as in some of the former years when the building trades were booming. Nevertheless, Canada is a large user of window glass at all times.

The duty on colorless window glass imported from the United States into Canada is 12½ per cent., plus 7½ per cent. war tax.

The president of a large brokerage company at Pittsburgh, dealing extensively in window glass, recently made a statement to the effect that American glass manufacturers would have an exceptionally busy year during 1916. He stated in part as follows:

"Nineteen hundred and sixteen promises to be the banner year in the history of window glass making. During the last quarter of 1915 the demand was very brisk and the market firm with a constantly increasing request for prompt shipments and gradual improvement in the volume placed. This applies both to the domestic and foreign market and there is every indication that the product of the window glass plants will be taken for the next six months at least as rapidly as it is manufactured.

"Neither jobbers nor manufacturers have any stocks worth mentioning in their warehouses and aside from the glass that is daily going into actual consumption it would require at least 2,000,000 boxes of glass to replenish stocks in the warehouses of the large and small jobbers, sash houses and others who are purchasers of large quantities of window glass, but even this quantity is making no allowance for factories replenishing their own badly broken stocks. Therefore, the home demand for the first half of 1916 will be in no sense speculative, but will be to take care of actual consumption and the replenishing of greatly depleted assortments.

"From the present indications the buying of glass in 1916 will exceed the purchases of 1915 or 1914 by at least 25 per cent. and perhaps the increase will reach 33 per cent. This very large demand will naturally have an effect on the price, and window glass has been one of the products that has not varied in price to any extent for the past three years. The fact that it is going to command a much higher price at an early date has not been overlooked by those who are intimately acquainted with the industry.

"In addition to the large demand, the other reasons for increased prices are the large advances in raw material, box lumber, nails, chemicals, labor and fuel. There is a marked scarcity of skilled labor—not enough to man all of the hand-operated plants and in some instances some of the machine operated plants are likewise badly crippled.

"The foreign situation is such as to contribute to the prosperity of the American manufacturers, as there is practically no glass being produced in Belgium or France and in very reduced quantities in England and some of the other countries which are attempting to operate a very limited percentage of their glass factories. The American manufacturers are now called upon to furnish glass for all parts of the world, and if foreign shipping was conducted along normal lines the export trade would be tremendous.

"As it is, factories have many orders that cannot be shipped, owing to inability to secure steamer space, and the handling of this business depends largely upon the ocean transportation companies being able to move the freight. If these steamship companies offer relief there will be new records made in shipments to the world's markets. These conditions are pretty generally known to the alert American jobber, as is evidenced by the large orders that are now being placed, anticipating a market shortage a little later on in the season.

Factories are practically contracted ahead until March 1, and it may be a question of securing service in a very short time rather than, to delay buying while negotiating for prices. This is a most unusual condition in the window glass industry, and everyone connected with the trade has been a little slow in awakening to the great movement that is now well under way.

"To summarize I would add that the largest movement the industry has known in the last 20 years is now in full swing."

SPONTANEOUS IGNITION OF OILY MATERIALS

Demonstration Showed Clearly the Spontaneous Combustion Produced By Oily Rags or Waste Left Lying Around, or Even Left in Containers

It is generally known that oily rags, oil soaked waste and similar materials will heat and take fire spontaneously, and that numerous fires have originated in this manner and knowing this fact, and the importance it is to the condition where this very condition is bound to exist, tests were conducted at the convention of the sales staff of S. F. Bowser & Co., to show just how dangerous this condition is and the time required to cause all the materials to ignite.

All drying oils will oxidize and heat when brought into direct contact with some fiber over and through which it

There's never a complaint with JAMIESON'S PAINT

Its quality is complaint-proof.

Its working qualities are complaint-proof.

Its finish and durability are complaint-proof.

Its price, profit and proposition are very attractive.

SELL TO A MAN ONCE AND HIS ORDER IS SURE TO REPEAT

Drop a line for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

can spread. This condition is generally found in any paint oil room where the spilled oil is taken up by means of rags or waste, which are then thrown carelessly into a heap on the floor under the bench, and in a corner or in an out of the way place. In fact, even the dripping from the faucet is caught on a ball of waste placed on the floor under the drips, and the man who fires anyone caught with his lighted pipe or cigarette in this room, very often thinks nothing of the oil soaked waste on the floor which is a hundred times more dangerous.

The following conditions were followed out in making this test and may be made by any who has in mind any doubt as to the results. Waste to the amount of ¼ pound was taken as a basis of all tests, the oil used, ¼ pint the ball of waste was thrown into a chamber where the temperature was held at 120 degs. Fahr., and the results noted. The temperatures given were taken by means of a thermometer inserted into the ball of waste after the oil had been evenly distributed over the waste, the oil soaked part being inside the ball.

Boiled Linseed Oil.

Amount of oil	¼ pint
Cotton waste	¼ lbs.
Temperature of chamber	120° Fahr.
Temp. of oil at start	80° Fahr.

Results.

Hours	
½	85° Fhr.
1	92° Fahr.
1½	99° Fahr.
2	140° Fahr.
2½	310° Fahr. (smoke here)
3	392° Fahr.
3½	464° Fahr. (perf't ignition)

Boiled Linseed Oil and Turpentine, equal parts.

Boiled linseed oil	⅛ pt.	¼ Pint
Turpentine	⅛ pt.	
Cotton waste		¼ lb.
Temperature of chamber		120° Fahr.
Temperature of oil at start		80° Fahr.

Results.

Hours	
½	90° Fahr.
1	130° Fahr.
1½	240° Fahr.
2	360° Fahr.
2½	430° Fahr.
3	630° Fahr. (perf't ignition)

Pure turpentine showed a rise in temperature of 27 degrees in five hours.

Hard oil finish showed a rise in temperature of 137 degrees in five hours.

Paint thinned with turpentine showed a rise in temperature of 38 degrees in five hours.

Paint thinned with linseed oil (see Boiled Linseed Oil Table.)

(Signed) H. H. HINKLE, Chemist.

WEEKLY PAINT MARKETS

(Continued from page 48.)

country. In some cases prices have been withdrawn, but the prices given below are generally being quoted in Toronto.

	Raw.	Boiled.
1 to 2 barrels	$1.09	$1.12 per gal.
3 to 5 barrels	1.08	1.11 per gal.
6 to 9 barrels	1.06	1.09 per gal.

Turpentine.—The market is firm and prices unchanged. There is no change in the situation in Savannah, but considerable difficulty is being experienced locally in getting shipments through from the South on account of the freight congestion at New York. The railroads running into New York recently placed an embargo on export shipments on account of the congestion in their yards. The latest advices, however, indicate that the situation is being relieved, so the trouble may soon be removed. Stocks are low locally and business is quiet. The following prices are being quoted in Toronto: 1-barrel lots, 87c; 2 to 4-barrel lots, 86c; and 5-gallon lots, 95c per Imperial gallon.

Mixed Paints.—The opinion is generally held in the trade that ready mixed paints are due for an advance. It is of course well known that all the materials used in making of mixed paints have increased in cost considerably during the last few months. The recent advance in white lead and high cost of linseed oil have not improved the situation but have increased the possibility of higher prices for mixed paints. There is no doubt that present prices are too low considering the cost of the various ingredients.

Glass. — The glass manufacturers in the States control the situation there and recently raised their prices. Owing to the advances in the States, another advance here is anticipated in the near future and buyers would be well advised to cover for their requirements at an early date. There is little or no possibility of cheaper glass while the war lasts as practically all the glass being imported with Canada is made in the States and most manufacturers are operating their plants at capacity and are likely to be doing so during that period.

Gasoline Advances.—Higher prices for gasoline, freely predicted in Hardware and Metal, have materialized. Gasoline has advanced 1c, and is now quoted at 28½c per gallon. The situation is unchanged, and it is generally expected that gasoline will reach a still higher level.

There is a shortage of crude oil, which is caused in part by a diminished supply, and also on account of the constantly increasing demand for gasoline. Benzine has also advanced 1c, and is now quoted at 28c per gallon.

Arsenate of Lead.—The new prices for arsenate of lead are given in the panel shown elsewhere.

Putty.—The market is firm at the recent advance. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

A Little Late

A hardware dealer in the January 7th issue of a Swan River, Man. newspaper, informs the public that "Christmas is near, and no doubt you will be looking for useful presents." That man must have been too busy to change his copy.

CATALOGUES AND BOOKLETS

Carborundum Co. Calendar

The Carborundum Co., Niagara Falls, N.Y., 1916 calendar, like those of previous years is exceptionally attractive. The view shown, brings to mind the beauties of the upper rapids of Niagara. It is the view taken from the third sister island, one of the three sister islands, so called after the daughters of General Whitney, who were the first women to take a trip across the three sister islands long before bridges were built from Goat Island. The view as shown on the calendar is the result of considerable effort. A series of twenty-two views were taken from various points on the third sister island. Of the twenty-two views taken twelve were selected, fitted together so skilfully as to defy detection and from the one big picture the half tone plate was made.

New Shear Catalogue

The W. H. Compton Shear Company, Newark, N.J., have just issued a 56-page catalogue. Some of the lines illustrated are auto pocket sizes, ball bearing shears, right and left hand bankers' shears, barbers' shears, bent trimmers, button-hole scissors, button-hole cutters, desk snipes, embroidery scissors, electricians' scissors, fetlock shears, ladies' scissors, tinners' snips, manicure and nail scissors, straight trimmers, tailors' shears and various other lines.

The Compton Company will forward copy of the catalogue on receipt of name and address.

New Refrigerator Catalogue

The Astoria Company has issued their 1916 catalogue and also a 12-page folder showing the new designs in Astor and Astoria ice boxes and refrigerators. The catalogue has 24 pages and shows cuts of the "Astoria De Lux" refrigerator in French grey finish; the "Ash Astoria" in golden oak finish, and also a number of other lines manufactured by the Astoria Company, Peru, Indiana, from whom a copy of the catalogue and folder may be obtained on request.

WINTER BUILDING

(Continued from page 35.)

moisture in artificially heated air, it is a common experience to find such woodwork shrunken, resulting in the appearance of cracks and apertures which seriously affect the heating requirements. It is a fact that the "loosely constructed" building very often figures in the calculations of the heating engineer and it might be profitable to determine whether a house constructed in the winter time is any "tighter" than a similar one built in warm weather.

As one writer points out, the delays incident to the completion of a building in the winter, with its cold weather and storms, are unavoidable, and this is a point that would have great weight in certain localities. But there are other sections, and they include portions of the country where the average winter temperature is well above the freezing point, as well as being busy business centers, where more winter building could be carried on to advantage, and in these sections the campaign may easily have important results.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

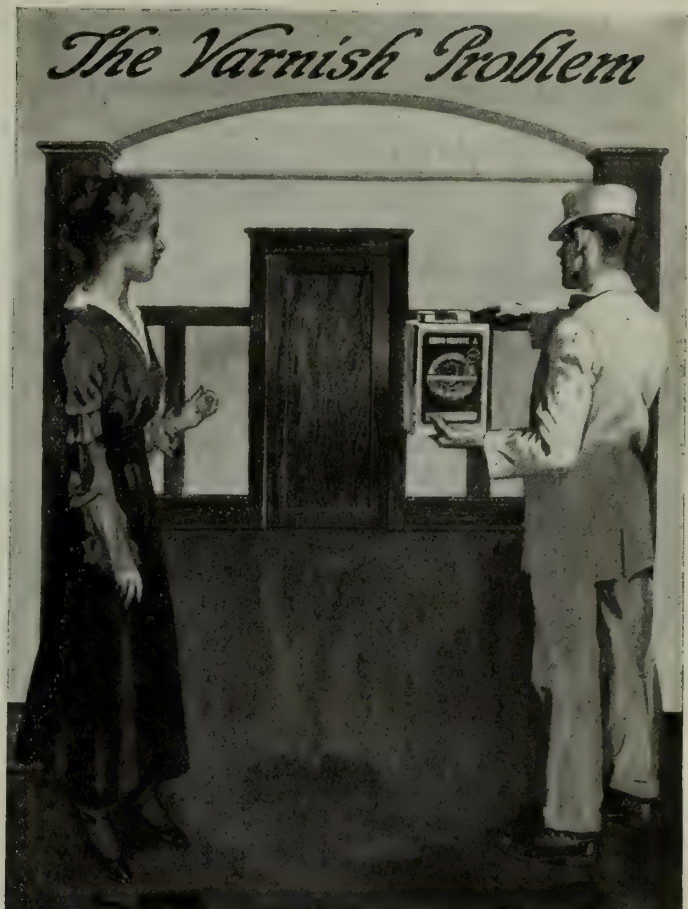
The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,

LIMITED

GALT, CANADA



THERE are no real varnish problems for the experienced dealer. He knows that if varnishes are made right they will act right and give complete satisfaction if used under the right conditions. In other words, varnishes are consistently good, or consistently bad or indifferent.

This knowledge of varnish values enables the dealer to give useful advice and service to such customers as need it.

You can adopt no surer way of increasing the volume of your varnish business than by making a leader of Berry Brothers' products, which are always high grade, uniform and dependable.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
(Incorporated)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO

(219)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 20.—There is no improvement in the situation as regards ready mixed paints; in fact with oil continuing its upward movement the outlook is increasingly serious. The stage where advances on the present market were warranted has been long passed and the opinion of the makers is that whether the change comes in a week, a month or four months it is nevertheless certain. Further it will probably be a substantial advance unless there is a radical change in the market tendencies and no such change can now be foreseen. The fact that it is in the middle of a season's campaign is the chief factor in delaying advances while the present abnormal quotations act as a curb in making increases because of the tendency of higher prices to restrict consumption.

The new year has now come into strides in a business way and manufacturers report that the booking for spring business is very brisk. It is evident that the advancing prices of the different commodities entering into the manufacture of mixed lines have been noted and appreciated by the trade as evidences of higher prices to come. This can be easily understood when the recent movements of oil, lead, turpentine and zinc are considered while the shortage of colors and chemicals is generally appreciated.

Oil Continues Up.—The upward movement of linseed oil continues. Not only are there increases this week on spot supplies but the outlook for futures shows similar advances. However, there have been general readjustments to the new conditions and so far as the trade is concerned the quotations are more settled at the new high figures than they have been for some time. In the prices heard there is a spread of about 3c but this is not remarkable considering the violence of the recent movements and compares with last week's situation when some houses had withdrawn their prices altogether. The figures are running from $1.03 and $1.06 for raw and boiled respectively to $1.06 and $1.09. Generally the higher quotations are favored on the following basis:

	Raw.	Boiled.
1 to 2 barrels	$1 06	$1 09
3 to 5 barrels	1 05	1 08
6 to 9 barrels	1 04	1 07

White Lead.—There has been no further change in the white lead situation but the market is very firm and on the position of pig and dry white an advance of at least 25c on the present quotation is fully warranted. However, the high position of the market no doubt interferes with consumption and for this reason advances are made with considerable reluctance. The quotations are:

Five ton lots	$10 25
Single ton lots	10 55
Less than ton lots	10 85

Gasoline and Benzine.—A further advance of 1c all round for gasoline and benzine will be in effect by the time this report reaches the trade. The gasoline situation is a very interesting one at the present time and reports from the American market indicate that advances are to continue with more or less rapidity for some time to come. Some predictions of 40 cent gasoline are being heard. The movement appears to be the result of the increasing consumption being greater than the production. Quotations in this market are:

Gasoline, in barrels	28c
Gasoline, in drums	26½c
Gasoline, tank wagon	26c

Benzine 1c lower.

1916 PRICES ON ARSENATE OF LEAD

The following new prices have been issued on arsenate of lead for Toronto, Montreal, London and Hamilton.

Dry

1 lb. container	33½c	lb.
5 lb. "	29½c	"
10 lb. "	27½c	"
25 lb. "	24 c	"
100 lb. "	22½c	"

Paste

1 lb.	$0.19
2 lbs.	18
5 lbs.	.12
12½ lbs.	.11½
25 lbs.	.11
50 lbs.	.10½
100 lbs.	9.75
200 lbs.	9.60
Bbls.	9.00

Turpentine.—In the turpentine market the majority of the jobbers have this week made an advance of 2c per gallon. The bulk of the business passing appears to be on a basis of 84 cents although there are some figures under this. The usual allowances are being made on quantities.

Putty.—The putty market is firm on the recent advances which covered 15 cents on commercial and 25c on pure products. The movement of stocks is very slow, however, the seasonable dullness being accentuated by the higher prices, which having been forecast for some months on the high cost of transporting whiting, were generally discounted by the trade.

Paris Green.—New prices on Paris Green may be later than usual this season owing to the very unsettled state of the market for chemicals. Higher quotations are being looked for. On the present New York basis the quotation there would be around 33c on single pounds which gives some idea of the prevailing tendency.

TORONTO

TORONTO, Ont., Jan. 20.—The linseed oil situation and the possibility of higher prices for ready-mixed paint are the principal items of interest in the trade just now. Although oil has stopped for the meantime at the high level reached last week, the general consensus of opinion is that prices will go higher still. This appears to be quite possible, as there is no improvement in the seed situation, and there is no expectation for the immediate future of any relief from outside in the shape of imported seed.

With regard to ready-mixed paints, manufacturers claim that there is no money in it with the present high cost of materials, the situation having been made considerably more difficult by the recent advance in white lead and linseed oil. Taking everything into consideration, higher prices for mixed paints are practically assured. Business, generally speaking, is quiet, although some nice orders have been booked for spring delivery, and the outlook for the country trade is bright.

Linseed Oil.—There is no change in the oil situation, and prices have been fairly well maintained at the high level of $1.09 and $1.12 reached last week. The market, however, is very strong, and the feeling in the trade is that oil will go still higher before the market breaks. The flax seed situation has not improved, and seed is quoted at $2.26 to $2.27 at Winnipeg. As the price of oil is now based on the price of seed, it is a question of how long will this condition last, as there appears to be less probability of seed declining than oil. Opinion differs as to the amount of oil the grinders have in stock made from cheaper seed. The present price of seed is not at all attractive to the grinders, but if seed remains at the present level for any length of time they may be forced to buy, in which case oil may be held at the present level, or even higher. The demand now is light, and quotations are largely nominal. The possibility of Argentine seed being imported is discounted by the difficulty of obtaining tonnage and abnormal freight rates, although it is reported that some Argentine seed has been shipped to Europe, and that American interests have bought seed from that

(Continued on page 46.)

B. FIVE FEATURES B.
That Attest Its Excellence

Covering Capacity

BRANDRAM'S B. B. GENUINE WHITE LEAD will cover the maximum amount of surface, 100 lbs. thinned with 5 gallons of Pure Linseed Oil, covering 4,500 square feet, one coat over primed wood, giving a thoroughly covered surface.

Ease of Working

BRANDRAM'S B. B. GENUINE WHITE LEAD works out under the brush easily and freely, saving time and giving the best results.

Protective Power

BRANDRAM'S B. B. GENUINE WHITE LEAD when properly applied will not peel, check or crack. It wears away gradually and after its long life, leaves the building in a good condition to receive a fresh coat of paint.

Properly Proportioned

BRANDRAM'S B. B. GENUINE WHITE LEAD is regulated to contain exactly the proper amount of carbonate of lead to hydrate of lead, giving an even texture paint with large covering properties.

Whiteness

BRANDRAM'S B. B. GENUINE WHITE LEAD is the whitest heavy-bodied white lead known, and gives the most beautiful finish of any white lead yet produced.

These five features commend B. B. to both the dealer and the consumer and account for its rapidly increasing sale in Canada.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb.....65 68
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.: 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $11.15, Montreal, $10.90; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 bali, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C." "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE	Montreal	Toronto
Single bbls., gal...	0 27½	0 28
Drums, gal.	0 25½	0 26

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 57½%.
Carriage Bolts ($1), list, 7-16 in., 42½%.
Machine Bolts, ⅜ in. dia. and smaller, 57½%.
Machine Bolts, 7-16 in. dia. and larger, 47½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 47½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 42½%.
Coach and Lag Screws, 65%.
Skein Bolts, 60%.
Square Head Blank Bolts, 50%.
Bolt Ends, 47½%.
Plow Bolts, 47½%.
Elevator Bolts, 47½%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3c off list.
Nuts, hexagon, 3¼c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75 and 10%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE.	Per doz.
No. 0, ⅜ inch rim, 16x22....	4 25
No. 1, ⅜ inch rim, 18x24....	4 75
No. 2, ⅜ inch rim, 18x28....	5 25
No. 3, ⅜ inch rim, 20x30....	5 90
No. 0, ¾ inch rim, 16x22....	4 60
No. 1, ¾ inch rim, 18x24....	5 30
No. 2, ¾ inch rim, 18x28....	5 60
No. 3, ¾ inch rim, 20x30....	6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash)	Per doz.
Pony	1 50
Crown	2 05
Dandy	3 15
Improved Globe	3 15
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Victor (Glass)	4 25
Jubilee	3 65
Diamond King (Glass)....	4 50
Western King (Enamel)....	4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

BUTTS.

No. 804 and 840, 65%; No. 800 and 838, 60%; No. 802, 55%; No. 808, 55 and 5%; No. 810 and 814, 45 and 5%.

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins. doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING	Per gal.
Roofing cement (in bbls.)..	0 18
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.)...........	0 25
Cement (in 1 gal.)	0 30

CHALK

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr... 0 80 ....
Carpenter, red, gr.... 0 80 ....

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $7.35; 5-16, $5.95; ⅜, $5.15; 7-16, $4.95; ½, $4.75; 9-16, $4.75; ⅝, $4.60; ¾, $4.50; ⅞, $4.35; 1, $4.20.
Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.....	35 00	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	36 75	29 50
Copper sheet, tinned, 14x60, 14 oz.	43 50	35 00
Copper sheet, planished, 14x60 base.	47 00	38 00
Braziers' in sheets, 6x4 base	35 00	29 50

CORD (SASH)

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.... 5 50

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES	Montreal
Ordinary, 52 sheets.....	3 70-4 00
All bright, 52 sheets	5 25

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	5 50
IX, 14x20 base	6 50
IXX, 14x20 base	7 50
IXXX, 14x20 base	10 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.50; 200 lbs., $9.25.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

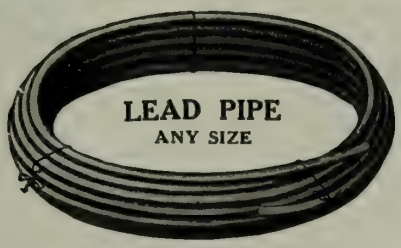
CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWWBARS 3¼ to 3½c per lb.

DRILLS

Bit Stock Drills, 65, 5%.
Wood Drills, 30%.
Straight Shank Drills. 62½%.



We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe
AND
Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

The Paints that Give Big Service

They combine the very best and most durable pigments, thoroughly combined with pure, old-fashioned, well-settled linseed oil and the best dryer.

They are a great success everywhere, and they sell at a very attractive price.

Drop us a card for our exclusive agency proposition.

Made in Toronto, Canada

Benjamin Moore & Co., Limited
WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney & Foot, Arcade .. 72½
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 72½

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 35½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 65 and 5%; plugs, 65 and 5%.
London discounts: Malleable, 35%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Hollow and pressed steel.. 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 28
Drums 0 26½
Tank wagon 0 26

Toronto.

Any quantity, in bbls...... 28½
Drums, 40-gal., per gal.... 25½
Tank wagon 25
Present Price:
14 and larger 4 90
12 and smaller 5 50
Another advance expected.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt. 6 85
Masons, 5 lbs. and over, per cwt. 8 10
Napping, up to 2 lbs..... 0 10½

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz....... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40%.
Railroad and navvy pick, 25%.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.
Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs	$1 27	$1 07
5 in., doz. prs	1 53	1 23
6 in., doz. prs	1 67	1 27
8 in., doz. prs	2 27	1 70
10 in., doz. prs	4 00	2 80
12 in., doz. prs	4 97	4 60
14 in., doz. prs	5 67	4 93

London price figured net at 33 1-3%.

Light.		
3 in., doz. prs	0 38	0 38
4 in., doz. prs	0 45	0 41
5 in., doz. prs	0 53	0 49
6 in., doz. prs	0 64	0 56
8 in., doz. prs	0 94	0 68
10 in., doz. prs	1 30	0 90
12 in., doz. prs	2 25	1 70
14 in., doz. prs	....	2 05

Heavy tee and strap discount, 33 1-3%.
Light tee and strap discount, 65%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs... 5 50
Over r14 in., per 100 lbs.... 4 90
Larger 4 60
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½
Crate hinges and back flaps, 65 and 5%.
Chest hinges and hinge hasps, 55%.
Blind, discount, 50%.
Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, 12%.
Chicago spring hinges, 15%.
Triplex spring hinges, 40%.
Chicago surface door (6,000), 45%.
Garden City fire house hinges, 12½%.
"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft...... 0 14½
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 45	2 60
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	2 85
Norway iron	5 85	5 20
Mild steel	2 80	3 00
Band steel	2 80	2 85
Sleigh shoe steel...	2 80	2 60
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	2 95
Toe calk steel	3 70	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17¼
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05
Montreal, 25%; Toronto, 20%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $11 00
72x30, 26 gauge, case lots.. 11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain... 5 00
Sad irons, common, plated.. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each.... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless .... 20c ft.
Extra Heavy .... 28c ft.
Mechanic .... 25c ft.
Hercules .... 23c ft.
Decorator ....18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each $2 00
B.T. Standard .... 16c ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 50c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
10 ft.....	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.
22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20
Single ladders, short nose, 1c per foot additional.
18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.
Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Bobs A.C., doz...... 2 00
Copper, well jap'd. 11 25

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Cold blast, London 0 50
Prism globes 1 20
Cold blast, short ruby 2 00
Cold blast, common ruby... 2 00
Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
23-gauge, galv. metal lath.. 0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft.	10 00	9 50
Sheets, 3½ lbs. sq. ft	9 90	9 25
Sheets, 4 to 6 lbs. sq. ft.	9 75	9 25

Cut sheets, ½c per lb. extra.
Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

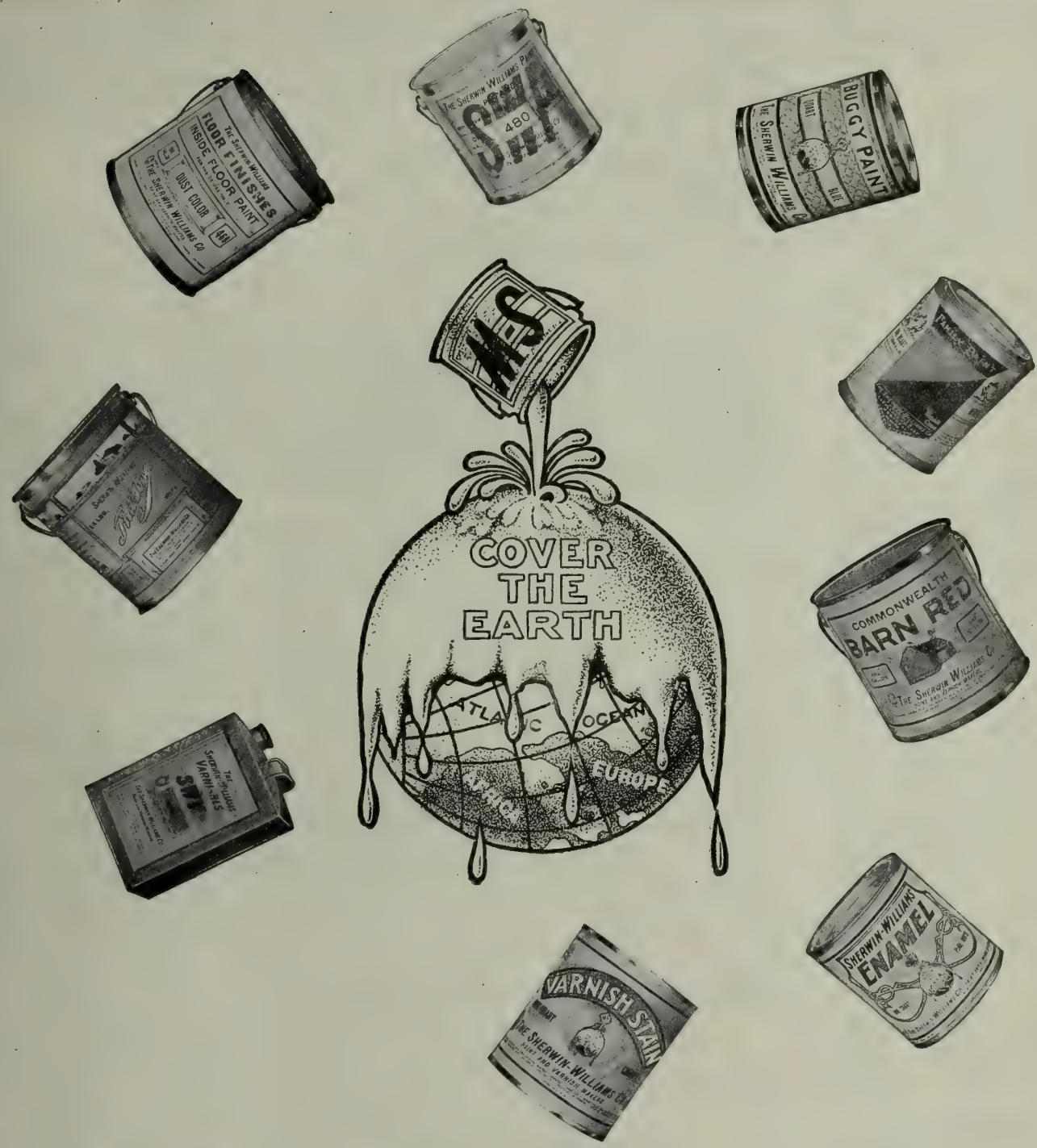
List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A 9 00
New Century, style B..... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, com-
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 20%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50



A Paint — Varnish — or Stain

for each and every purpose backed by all that our **Name** and **Trade-Mark** means.

This places *S-W* Agents in an unprecedented position, having a special line to meet any demand.

Results and satisfaction are in every can of the *S-W* Products, which creates and keeps business.

THE SHERWIN-WILLIAMS CO

of Canada, Limited

MONTREAL TORONTO WINNIPEG CALGARY HALIFAX

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	8 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths. doz.	1 35

NAILS

Standard steel wire nails, Toronto, $3.05 base; Montreal, $3.10 base; London, $3.05 base; Collingwood and Owen Sound, $3.10 base.

Cut nails — Montreal, $2.90; Toronto, $3; London, $3.15.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 25
No. 6, 2⅛	3 00
No. 7, 2 5-16	2 85
No. 8, 2½	2 75
No. 9, 2 11-16	2 65
No. 10, 2⅞	2 55
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING

	Per rod
Invincible, 1640	0 56
Invincible, 1848	0 61
Invincible, 2060	0 67

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	10 75
U.S. Navy (American).....	10 00
New hemp (English)......	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	5 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb..	0 22	0 28
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
AXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 5¾c.
Brass, heavy, 11¾c lb.
Brass, light, 9¾c lb.
Zinc, heavy, 13½c lb.
Copper. heavy, 18½c lb.
Old cast iron, $12 per ton.
Wrought iron. No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 13c lb.
Compos. turnings, No. 1, 11¾c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 11
Coarse, sewer, lb.	0 09

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Plain fibre, No. 2	·30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 75
Asbestos Bldg.	3 25
Tarred felt	2 45
Heavy fibre, 32 ft. x 60 ft..	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.....	4 40	3 90
7 lbs., doz.	4 70	4 20
7 to 8 lbs., doz.....	5 00	4 50
8 lbs., doz.	5 50	4 00
9 lbs.	6 15	5 65

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in....	$ 2 40	$ 3 81
½ in.	2 98	4 63
¾ in.	3 45	5 69
1 in.	5 10	8 42
1¼ in.	6 90	11 59
1½ in.	8 25	13 61
2 in.	11 10	18 32
2½ in.	17 55	28 96
3 in.	22 95	38 87
3½ in.	27 60	45 54
4 in.	32 70	53 96

Lapweld.

2 in.	$ 12 58	$ 19 80
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 05
4½ in.	41 91	66 68
5 in.	48 84	77 70
6 in.	63 36	100 80
7 in.	85 68	136 90
8 in.x25 lbs. per ft.	90 00	143 80
8 in.x28 lbs. per ft.	103 70	165 60
9 in.	124 20	198 40
10 in.x32 lbs. per ft.	115 20	184 00
10 in.x40 lbs. per ft.	148 30	236 90

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths....	4 40
3 inch, in 10-ft. lengths....	5 34
4 inch, in 10-ft. lengths....	7 04
5 inch, in 10-ft. lengths....	9 63
6 inch, in 10-ft. lengths....	11 72

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 95	2 75
Heads, per 100 lbs....	3 20	3 00
Tank plates, 3-16 inch	3 20	3 00

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 65%.

Copper rivets, usual proportion of burrs, net; burrs, add 20%.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)....	2 45
2 ply R.R.	0 85
3 ply R.R.	1 10
2 ply R.R., complete in roll	1 35
3 ply R.R., complete in roll	1 50
Carpet felt 2 75	3 00
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 85
Ready 3-ply, Shield, per roll	1 10
Compo Certainteed, 1 ply...	1 40
Compo certainteed, 2 ply...	1 75
Compo certainteed, 3 ply...	2 10
Liquid roofing cement, per gal., in barrels ...⅛...⅛.	0 17
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	17½
British Manila basis	15
African hemp basis	15
Sisal basis	12¾
Single lath yarn basis......	12
Double lath yarn	12½
Hemp, deep sea line basis..	29
Hemp, tarred ratline basis..	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	13½
Italian rope basis	29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 24

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance ...	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales.	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale ...	50 p.c.
Dominion Platform Scales.	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz

D Handle	$ 3 70
L Handle	3 70

SCRAPERS. Doz.

Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright	85%		
Wood, R. H., bright	80%		
O. H., bright, 80% off list.			
	Per cent		
Wood, F. H., brass........	62½		
Wood, R. H., brass........	60		
Wood, F. H., bronze	57½		
Wood, R. H., bronze	52½		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 85
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 80
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 50	3 60
12 gauge	3 60	3 70
14 gauge	3 35	3 45
16 gauge	3 40	3 50
18-20 gauge ...	3 55	3 40
22-24 gauge ...	3 65	3 45
26 gauge	3 70	3 50
28 gauge	3 80	3 65

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square......	12 50
20 gauge, per square......	9 75
22 gauge, per square......	8 50
24 gauge, per square......	7 15
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 50
16-20	....	....	5 70
18-20	....	....	5 70
22	....	....	5 95
22-24	6 50	6 30	....
24	....	....	6 50
26	6 75	6 45	6 75
28	7 00	6 75	....

"Premier" galvanized sheets — 10¾ oz., $6.75; U.S. No. 28, $6.50; U.S. No. 26, $6.25; 22 and 24 gauge, $6; 18 and 20-gauge, $5.80; 16-gauge, $5.20; 14-gauge, $5.40.

Colborne Crown — 16-20 gauge $5.80; 22-24 gauge, $6; 26 gauge. $6.25; 28 gauge, $6.50.

Apollo Brand.	Montreal	Toronto
14 gauge	5 40	5 40
16 gauge	5 40	5 40
18-20 gauge	5 60	5 60
22-24 gauge	5 70	5 70
26 gauge	5 80	5 30
28 gauge	6 30	5 80
10¾ ozs.	6 60	6 10

Add 25c for less than case lots

McCASKEY

"THE NAME BEHIND THE SYSTEM"

After seven prosperous years, during which we have manufactured the McCaskey Account Register and the famous "Surety" carbon coated sales books as well as carbon leaf pads, in Canada, under the name of the

Dominion Register Company, Limited,

we have decided to act on the many suggestions received from our customers and travelers by linking up our name and product.

Therefore, without in any way affecting the personnel or standing of our company, we have decided to adopt the name,

McCASKEY SYSTEMS LIMITED,

to take the place of our former name, and trust that our thousands of customers (whom we take this opportunity of thanking for their patronage) will "remember us," and that those who have not traded with us will give us a chance to serve them.

McCASKEY SYSTEMS LIMITED

(Formerly DOMINION REGISTER CO., LIMITED)

Toronto, Canada

In our new plant **235-245 Carlaw Ave.**

SHELLERS, CORN

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.

Hollow backs and sand..	50 and 10	40

Riveted back scoops, 1st, 2nd and 3rd grades, 45%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

Shovels, snow, 35%.

SHINGLES Per square

Standard galvanized	$5 50

Shipping weight, 90 lbs.

Standard painted	3 75

Shipping weight, 80 lbs.
Discount 10%.

SIDING

Standard galvanized	$4 75
Ordinary galvanized	4 45
Standard painted	3 20
Ordinary painted	3 00

Discount 10%.

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 35 cents.

SOLDER, WIPING.

Acme	0 22½
Commercial	0 23
Easy	0 22½
Star Extra	0 24
Strictly standard wiping..	0 24¼

SPELTER
See weekly report.

STAPLES Per cwt

	Montreal and London	Toronto
Fence staples, galv., in kegs	4 20	4 05
Fence staples, galv., 25 lb. boxes	4 45	4 30
Fence staples, bright, in kegs ..	3 35	3 20
Fence staples, bright, in 25-lb. boxes	3 60	3 45
Poultry netting staples, 10-lb. boxes	6 85	
Poultry netting staples, 25-lb. boxes	6 45	
Poultry netting staples, 100-lb. boxes	6 05	
Solid, 3 to 30 lbs., per cwt..	1 60	

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bear.	32 00
Parlor	35 00

SWINGS

Baby, 2-passenger, each ...	$2 75
Ontario, 2-passenger, each...	4 25
Ontario, 4-passenger, each..	4 80
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS

Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount 80 and 20%.

NAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount 80 and 20%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount 80 and 20%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 5[illegible]
Linen, No. 404, 66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 5[illegible]
Challenge steel, No. 263, 50 ft., each	2 90
Challenge steel, No. 266, 100 feet	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL)

Galv. wall ties, per 1,000...	$5 00
Painted wall ties, per 1,000..	5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.	0 12¾
600 ft., per lb.	0 10½
500 ft., per lb.	0 08¾
500 ft., per lb.	0 08½

5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 26
3-ply	0 25

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.....	15 40	14 00
100 ft., 2 in.	11 00	10 00
100 ft., 2¼ in.....	12 12	11 00
100 ft., 2½ in.....	14 15	12 85
100 ft., 3 in.......	14 60	13 30
100 ft., 3½ in.....	17 85	16 25
100 ft., 4 in.......	22 80	20 75

TUBS

Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest
Nests of 3—0, 1 and 2	$2 35
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3...	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.

White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.
10-qt. flaring sap buckets 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs.	2 40
Sectional, ½ lb., per 100 lbs.	2 40
Solid, 3 to 30 lbs., per cwt.	1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...	26 25
Garden, steel wheel, doz...	39 60
Light garden, per doz.....	30 00
Heavy garden, L-side.......	36 30
Heavy farm, solid side.....	39 60

WHIFFLETREES

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins., per doz.	8 75
Tubular steel, 36 ins., per doz.	9 75
Tubular steel neckyokes, 36 inches, per doz.	12 00
Tubular steel doubletrees, 40 inches, per doz.	12 50
Tubular steel lumberman's, 44 inches, per doz.	13 00

WIRE. Copper wire, 25%.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Montreal: No. 9, $3.90; No. 10 $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.

Annealed Cut Hay Baling Wire No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh	7 70
6 mesh	8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $3.20; No. 14, $3.25; No. 15, $3.35; No. 14, $3.40 London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $3.15 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb		4 50
No. 9, coil spring.		4 05
No. 9, plain galv..		4 00
No. 12, plain galv.		4 15
No. 13, plain galv.		4 25
O. & A., No. 10....	3 31	3 31
O. & A., No. 11....	3 37	3 37
O. & A., No. 12....	3 40	3 40

F.o.b. London: Barb, $3.55; No. 9, gal., $3.20; No. 12, gal., $3.35; No. 13, gal., $3.45; No. 9, coil spring, $3.25.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt
No. 12	$ 3 50
No. 13	3 60
No. 13½	3 65
No. 14	3 75
No. 15	3 95

WRINGERS.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley, B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—Less 15 p.c.

White, No. 2, each	$1 00
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 27½
Part cask	0 28	0 28

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

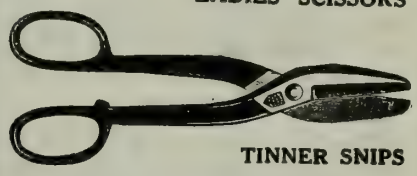
BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite—Prices Rite
Quick Service
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

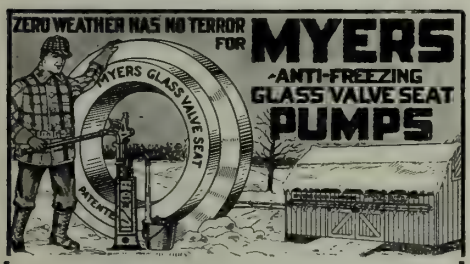
BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

HENRY F. SEYMOUR SHEAR CO. NEW YORK
SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

ZERO WEATHER HAS NO TERROR FOR MYERS ANTI-FREEZING GLASS VALVE SEAT PUMPS


PUMPS FOR EVERY PURPOSE
HAY TOOLS—DOOR HANGERS
CATALOG SENT ON REQUEST
F. E. MYERS & BROTHER
ASHLAND OHIO
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary, and Branches
LEWIS BROS., LIMITED Montreal

STENCIL INKS
Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto
ASSIGNMENTS COLLECTIONS
Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Kindly mention this paper when writing advertisers.

Collins' Sprayers
We are makers of the celebrated CROWN GLASS SPRAYERS, used for spraying Paris Green or Fly Oil. Book your orders now for spring delivery.
THE COLLINS MFG. CO.
413-415 Symington Ave., Toronto, Canada

R. BIRD & CO.
Crewkerne, England
Wholesale. Orders through merchants.
WEBBING
Manufacturers of
Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of Chair, Tray, and Cocoa Binding Webs, for Upholstery Purposes.
Awards:
Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

The Aylmer Superior Lever Lift Pump

fitted for hand use. Has close revolving top and handle bearer, full six-inch stroke, wood handle, and is easy working.
This style of lever and fulcrum has several advantages over the ordinary style. Having short stroke, the power is greater, making it work easier. The handle, being wood, they are not so liable to break in frosty weather. Readily converted into a Windmill Pump.
Built for long duty under severe service.
A good profit-maker.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

FOOD CHOPPERS
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. LAMPLOUGH & CO.,
Unity Bldg., Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 80

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs.	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright.	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 35

FILLER	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots. Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.
James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 55	$10 70
C.P. Co. Decorators Pure	10 55	10 70
Crown and Anchor.	10 75	10 90
Elephant Genuine.	10 85	11 00
Green Seal	10 55	10 70
Moore's Pure White Lead	10 85	10 70
O.P.W. Pure English	....	10 90
O.P.W. Decorators Pure	....	10 70
Painters' Perfect	10 20	9 35
Ramsay's Pure Lead	10 55	10 70
Ramsay's Exterior.	10 00	10 20
Tiger Pure	10 55	10 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls.—See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Minerva	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl., London	2 25

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.	Standard Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums.	2 85	2 95
Bladders, in bbls.	3 10	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

	Montreal	Toronto
See weekly report for prices.		

SLATING.	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 90
Sun Varnish Stains	2 00

VARNISHES.	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
No. 1 Furniture Varnish	1 25
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 16

WASTE, WHITE WIPING.

XXX Extra	0 13½
X Grand	0 12½
XLCR	0 11¾
X Empire	0 10¾
X Press	0 10¾

WASTE, COLORED WIPING.

Fancy	0 09½
Lion	0 08¾
Standard	0 08
Popular	0 07
Keen	0 06

WASTE, WOOL PACKING.

Arrow	0 20
Axle	0 14
Anvil	0 10
Anchor	0 08

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX.	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 [illegible]
Berry Bros.	0 37
Anchor	0 32
Old English	0 41
Johnsons	0 41

WHITING.

Paris white	1 25
Plain, in bbls.	1 10
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

REDS
GREENS
YELLOWS
BLUES
PARIS GREEN

Dry Colors

the equal of any that you have ever purchased

MADE IN CANADA
BY
The Allan Munro Color Company
LIMITED
MONTREAL

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.00; Swedish iron, $4.25; sleigh shoe steel, $3.25; spring steel, $3.75; machinery steel, $4.00; tool steel, Black Diamond, 100 lbs., $9.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅝ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65¶; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 75%; sleigh shoe bolts to ⅝, 40 and 5%; 7-16 and up, 30 and 5¶.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	65 2	6 25
28 Am. or 26 Eng.	6 00	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 20	5 25
18 20 Am. & Eng..	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short, globe, doz... 7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw per gal., $1.03; boiled, per gal., $1.06.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $3.05 base; Winnipeg, $3.45 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY
100-lb. drums 3 25
25-lb. rions, per cwt. 3 50
1½-lb. tins ..... 0 0[illegible]

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 50%; flat head, brass, 35%; coach, 60%.

SCYTHES Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.	
10-12 gauge	3 60
14-16 gauge	3 55
17-24 gauge	3 80
26 gauge	3 90
28 gauge	4 05

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat," No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.15 at Fort William; $3.55 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $3.55; 17 to 24 gauge, $3.80; 26 gauge, $3.90; 28 gauge, $4.05.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 59c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 35, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman 4 point, Fort William, $3.20; Winnipeg, $3.45; Glidden cattle, Fort William, $3.05; Winnipeg, $3.20; Glidden hog, Fort William, $2.70; Winnipeg, $3.03; Baker, Fort William, $3; Winnipeg, $3.25; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.55; Winnipeg, $3.85; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.50; Winnipeg, $3.80.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.30; 10, $3.35; 11, $3.32; 12, $3.50; 13, $3.60; 14, $3.70; 15, $3.85; 16, $4.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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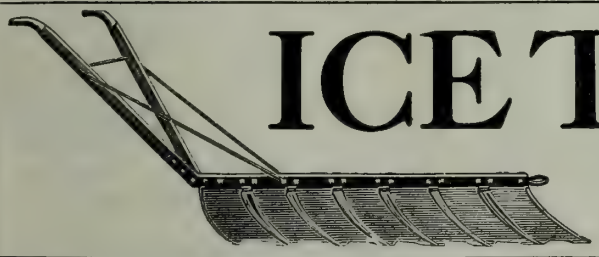

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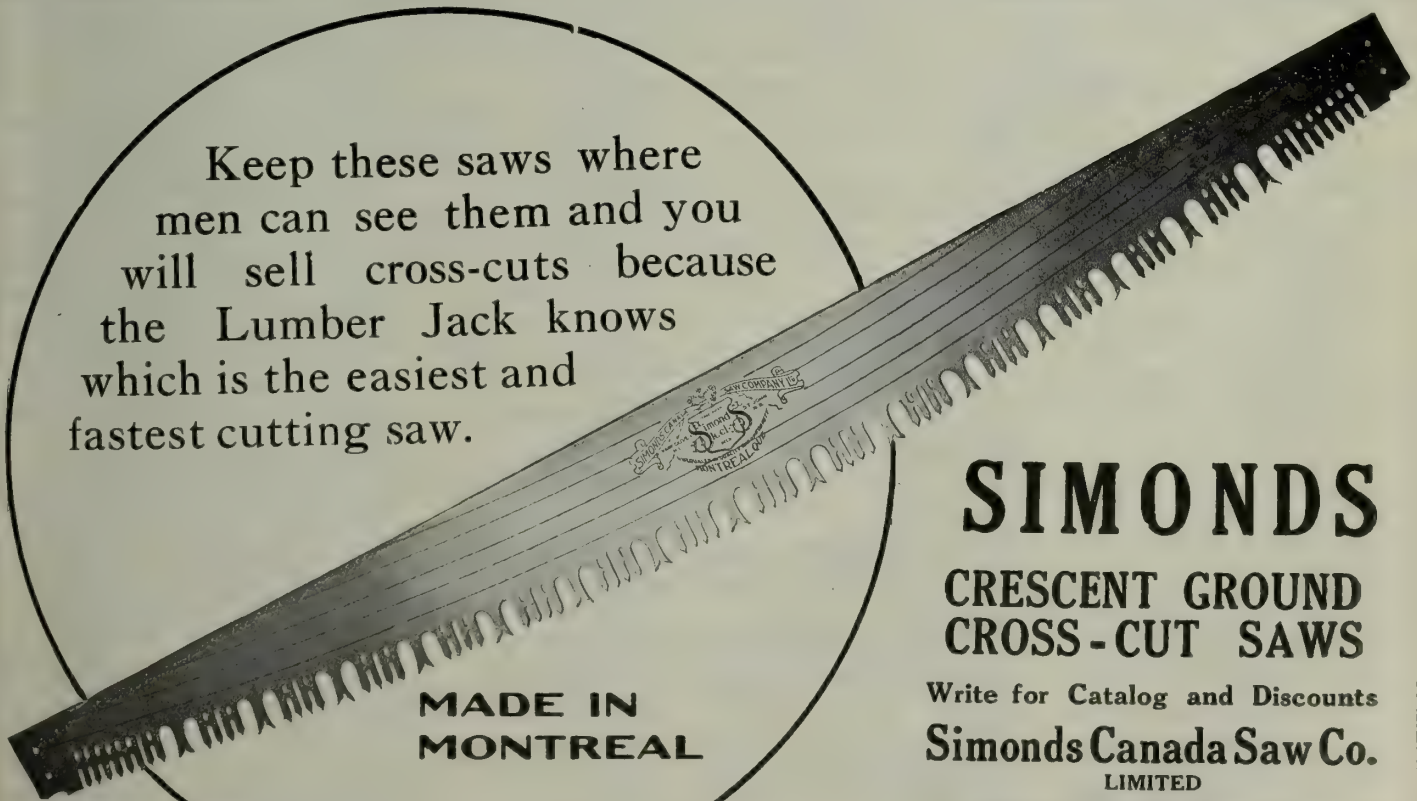

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The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.

Door Springs.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Doubletrees.
MacKenzie Bros., Winnipeg, Man.

Drills.
Pratt & Whitney Co., Dundas, Ont.

Drawer Pulls.
The Stanley Works, New Britain, Conn.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
Canada Dry Cells, Ltd., Winnipeg.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.

Dustless Dusters.
MacKenzie Bros., Winnipeg, Man.

Dustless Mops.
MacKenzie Bros., Winnipeg, Man.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain Co., Hamilton.

Elbows.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Zik-O Mfg. Co., Winnipeg, Man.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Pelham Brass & Metal Co., Hamilton.

Electric Irons.
MacKenzie Bros., Winnipeg, Man.
Landers, Frary & Clark, New Britain.

Electrical Tools.
John Oakey & Sons, Ltd., London, Eng.

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John Oakey & Sons, Ltd., London, Eng.

Emery Cloth.
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Emery Wheels.
John Oakey & Sons, Ltd., London, Eng.

Enamels.
W. B. Bate & Co., Toronto.
Canada Paint Co., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.

End Cutting Nippers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton.

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MacKenzie Bros., Winnipeg, Man.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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MacKenzie Bros., Winnipeg, Man.

Fanlight Gear.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen.
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Fencing, Woven Wire.
The Dennis Wire & Iron Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms
Harrington & Richardson Arms Co., Worcester, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor, Ont.

Fire Brick.
Manitoba Bridge & Iron Wks., Ltd.

Fire Clay.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Dennis Wire & Iron Works, London, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes.
The Dennis Wire & Iron Works, London, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Interstate Electric Novelty Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
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John Oakey & Sons, Ltd., London, Eng.

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Landers, Frary & Clark, New Britain.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

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The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Thos. Davidson Mfg. Co., Ltd., Montreal.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

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Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
The Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

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Wayne Oil Tank & Pump Co., Woodstock, Ont.

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H. S. Howland, Sons & Co., Toronto.
MacKenzie Bros., Winnipeg, Man.

Galvanized Wire.
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Game Boards
Schultz Bros. Co., Ltd., Brantford, Ont.

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Pedlar People, Ltd., Oshawa, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Richards-Wilcox Canadian Co., London, Ont.
Schultz Bros. Co., Ltd., Brantford Ont.
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A. Ramsay & Son, Montreal.
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G. F. Stephens & Co., Winnipeg.
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Buck Bros., Millbury, Mass.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., London.

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Remington Arms-Union M. C. Co., Windsor, Ont.
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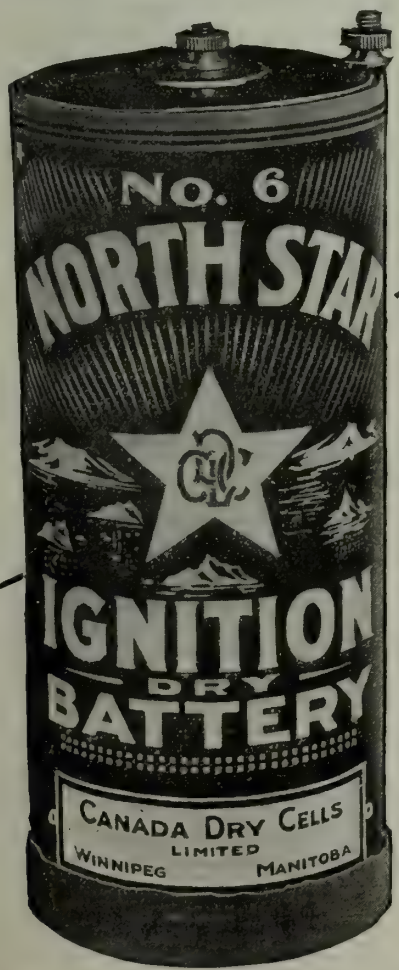

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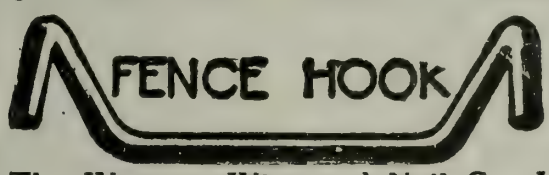

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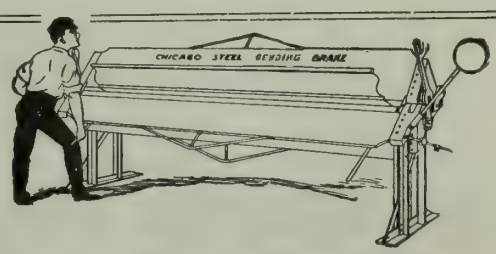

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No. 30

Saving Money

IN speaking to a Hardware and Metal representative a few days ago, C. F. Fawcett of Tweed, Ont., spoke enthusiastically about Hardware and Metal's Market Service.

"I have saved money every time I have followed your advice," he declared "and there were times when I didn't follow it that I lost money."

Mr. Fawcett has been subscribing to Hardware and Metal for many years and so did his father before him.

* * * * * *

Here is the acid test of a trade paper's value to the field it covers. Has it enabled its subscribers to earn or to save real money as a result of the information given in its advertising and editorial pages?

There are hundreds of Hardware and Metal's subscribers who have been on our list continuously for upwards of 30 years. Let that fact speak for the quality of the service rendered by Hardware and Metal.

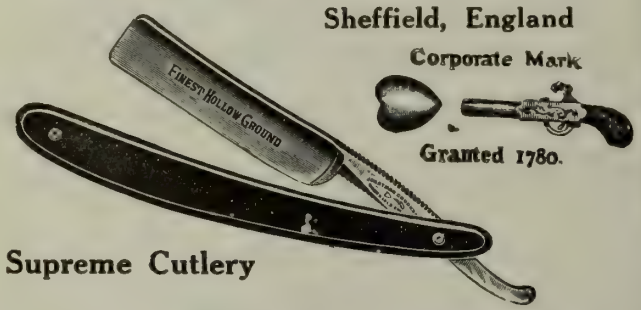
J. G. L.

The Ross Rifle Co.
has contracts to give out

On small work interesting to Manufacturers of Sewing Machines, Telephones, Phonographs, Typewriters, etc. Applicants for contracts to furnish number, style and size of machines for which they desire employment. On receipt of these details we will supply full information on articles to be made.

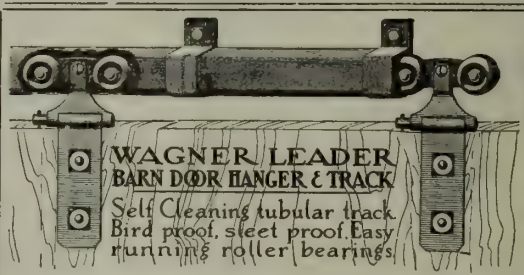
Ross Rifle Co., - Quebec, Canada

Jonathan Crookes & Son
Sheffield, England



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES



Also Ever-tight Barn Door Track. Write to us for Wagner Catalogue.

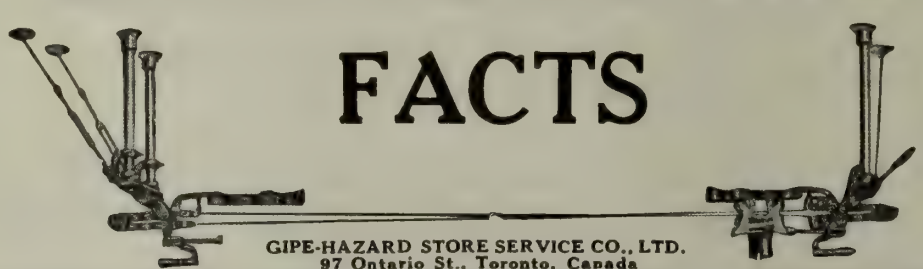
Cushman Motor Works of Canada, Limited

Builders of Light Weight, High Power Gasoline Engines for all Farm Purpose Work. And the Original Successful Binder Engine.

281 Princess St., Winnipeg, Canada.

—Exclusive Selling Agents—

For Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Mountaineer and Little Giant Neck Yoke Centers—Combination Threshers.



FACTS

INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

100% VALUE IN BROOMS IS OUR OFFER

You owe it to yourself to investigate our proposition.
We can give you better goods and still save you money.

AMERICAN BROOM WORKS, STE. BAZILE de PORTNEUF, P.Q., CANADA

Hoyt Frost King

The Babbitt Metal that takes care of high speed and stands up to heavy duty work in an extraordinary way.

It is the result of nearly 40 years of devoting our efforts exclusively to the perfection of white metal alloys.

Sell it once and you'll sell it again and again.

Hoyt Metal Company

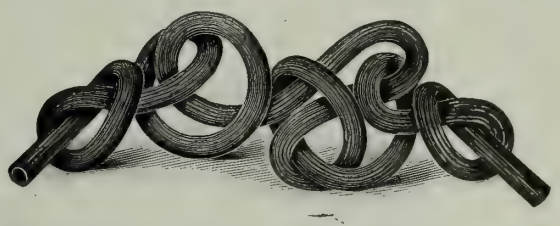
Eastern Avenue and Lewis St., TORONTO

New York, N.Y. London, Eng. St. Louis, Mo.

OUR ANNUAL SALES ARE OVER $5,000,000.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

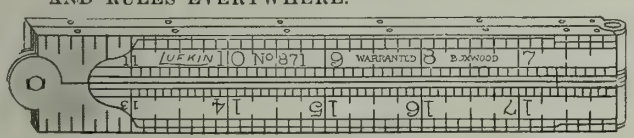
GUTTA PERCHA & RUBBER, LIMITED

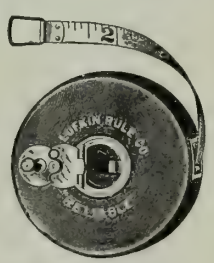
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



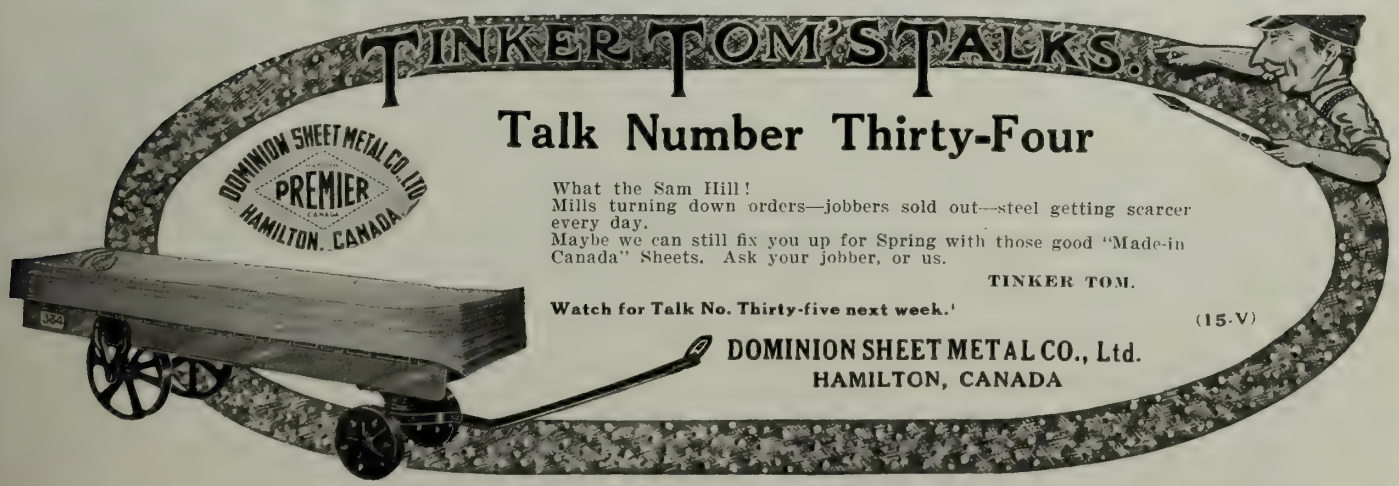


Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line **Stocked by All Jobbers** **Send for Catalogue**

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk Number Thirty-Four

What the Sam Hill!
Mills turning down orders—jobbers sold out—steel getting scarcer every day.
Maybe we can still fix you up for Spring with those good "Made-in Canada" Sheets. Ask your jobber, or us.

TINKER TOM.

Watch for Talk No. Thirty-five next week.'

(15-V)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

There is money in supplies for

WINTER REPAIRS

There is scarcely a farmer in your territory but that will have to have a wagon, buggy or plow fixed up before spring.

Why not sell them the parts they will need? In ordering your stock specify

McKinnon Wagon Hardware

Our Clevices, Stake Rings, Neckyoke and Whiffletree Trimmings, etc., etc., are dependable goods. Get our prices.

McKINNON DASH COMPANY
ST. CATHARINES, ONT.

McKinnon

Every Chain Guaranteed.

Welds are Absolutely Smooth

Electric-Welded Trace Chains.

McKinnon trace chains are electrically lap-welded on patented machines. The resulting weld has a uniform tapering swell adding 25 per cent. to the strength and wearing qualities of chain. All chains are tested, carefully inspected and put up in rust-proof bags.

Made in Canada

McKinnon Chain Co.
ST. CATHARINES, ONT.

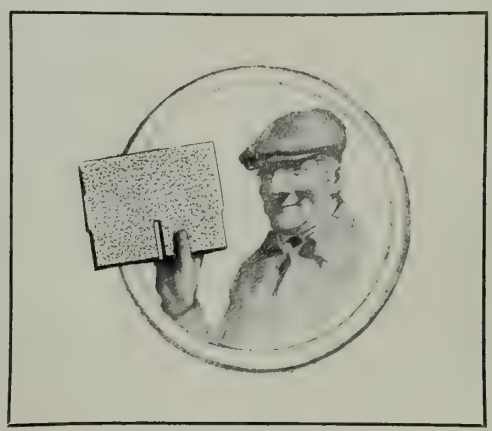
Sold by Jobbers

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 January 29
No. 5 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

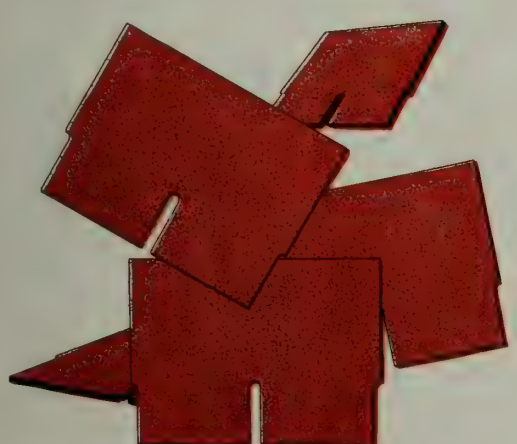
The Greatest Roofing Development of the Century

Thousands of homes will be roofed this Spring with



NEPONSET
"Twin"
SHINGLES

They are more attractive than wooden shingles or metal. Made in handsome shades of green and red. They resist fire — won't rust — blow off and are most economical to use.



NEPONSET TWIN SHINGLE
Two shingles in one—fewer cracks and nail holes.
Permanent Red and Green colors.
Real crushed slate surface.
Put up in convenient size bundles.

There's a good profit and a quick turnover for the dealer who handles them.

Only one hardware dealer in each town will be given the agency.

Send for our Agency Proposition

This is to be the most prosperous year ever for the Dealer who handles the Neponset line.

BIRD & SON

HAMILTON, ONT.

Warehouses in all principal centres.

Paroid Roofing
Neponset Wall Board
Neponset Building Paper
Neponset Paints

Stanley Screen Door Hardware

Complete Sets

In Convenient Packages Ready to Sell

Your line of Spring goods will be incomplete without this line of high-grade, quick-selling, profit-building hardware.

Time and Labor Saving

"Permits the removal of the door in Fall by merely slipping out the pins, and it is as readily rehung in Spring." Send for a supply of Advertising matter to distribute to your customers.

QUALITY FIRST

Set No. 1750

The Stanley Works

S.W.

NEW BRITAIN, CONNECTICUT

100 LAFAYETTE ST. NEW YORK

73 EAST LAKE ST. CHICAGO

CANADIAN REPRESENTATIVE:
A. MACFARLANE & CO. MONTREAL

"P. & W. Co." SMALL TOOLS

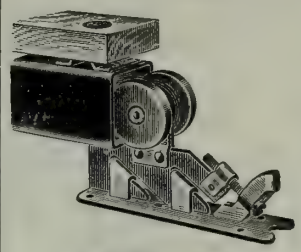
PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

"A Hanger for Any Door That Slides"

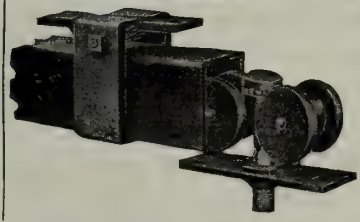


No. 19 HERO TROLLEY
HOUSE DOOR HANGER

Track is removable and adjustable after walls are plastered. Solid fibre wheels. Ball bearings. Low-priced.

No. 321 CHAMPION
BARN DOOR HANGER

For quality of workmanship and fine operation the Champion has no equal. There are cheaper hangers, but none so good. For your good hanger, sell the best.



FOLDING DOORS
The one right way to hang them is on R-W Trolleys.

Richards-Wilcox
Canadian Company, Ltd.
London, Ontario.

Stanley Tools

A New Stanley Tool

Masons' Six-Glass Plumb and Level

These Levels have two Level Glasses and four Plumb Glasses so arranged that no matter how the tool is taken up, one or more of them are available with which to level or plumb.

Each Glass is set solid in a metal case, which case is screwed into the level stock—a very much more satisfactory arrangement than were the glasses set directly into the wood.

Each Level and Plumb Glass is protected on both sides of the stock by a glass disc which serves not only to protect the glass from breakage, but keeps dirt and moisture from the openings.

Made in two lengths, 42 and 48 inches long:

		Per Doz.
No. 47	42 In. Long 6 Proved Glasses	$36.00
No. 48	48 In. Long. 6 Proved Glasses	39.00

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

AXE HANDLES

Buy handles with a guarantee.

The quality of the Empire, Imperial, Peerless and Champion axe handles are guaranteed.

Made of the toughest hickory.

Well made and nicely finished.

Every handle labelled and packed in individual paper sack.

Get prices on them.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

The

UNIVERSAL Lunch Box

No. 20 Tan Finish. Brass Trimmings.
No. 320 Black Finish. Nickeled Trimmings

FOR THOSE WHO EAT LUNCHEON AWAY FROM HOME

The man or woman in the shop, in the office, in the open—the child in school—the motorist and all others who desire the comforts of a home-cooked meal.

Each UNIVERSAL Lunch Box is equipped with a UNIVERSAL Vacuum Bottle which is guaranteed to keep liquids hot for twenty-four hours or cold for seventy-two hours. A feature of this bottle is the metal spring bottle container and shock absorber which hold the glass filler firmly in place and reduce the possibility of breakage to a minimum.

Another feature of great importance is the free circulation of air through the box when closed. This is made possible by a number of air vents in the top and sides. This constant circulation of air keeps the food fresh and wholesome and the lunch box sweet and clean.

UNIVERSAL Lunch Boxes are attractive in appearance and strong and durable in construction—built to stand long and severe usage. Made of heavy tin finished either in black or brown. Nos. 20 and 320 have two additional aluminum food trays, 4⅜ inches square by 1¾ inches deep.

UNIVERSAL

For prices, write to your jobber or direct to us.

Landers, Frary & Clark

NEW BRITAIN, CONN.

Canadian Representatives:
A. MACFARLANE & CO., Montreal

No. 10 Tan Finish. Brass Trimmings.
No. 310 Black Finish. Nickeled Trimmings.

LEWISITE PREPARED ROOFING

is backed up by LEWIS BROS., LIMITED

There is Satisfaction and Money in Every Square.

"LEWISITE"

Roofing has a Saturant and Coating entirely different from the tarry substance used on cheap roofings, and which causes them to dry out, crack and disintegrate.

"LEWISITE"

Roofing is One Solid, Flexible Sheet, not several sheets stuck together; consequently it lays flat on the Roof. It has no laps to separate and "blister" up.

"LEWISITE"

Roofing will give better service than ordinary roofing because it is made of better materials. It will afford security and protection to your property.

"LEWISITE"

Roofing is cheaper than shingles and easier to lay, making a Better and More Permanent Roof.

It also resists fire and is unharmed by acid or alkali fumes that would destroy many roofings in a short time.

Supplied in 1, 2 and 3 ply with cement and nails.

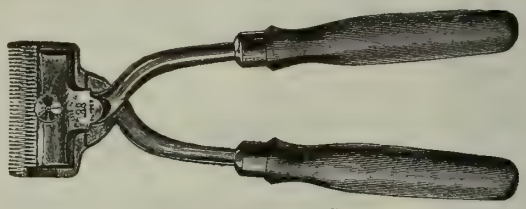
LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

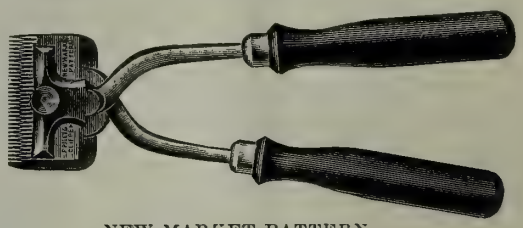
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

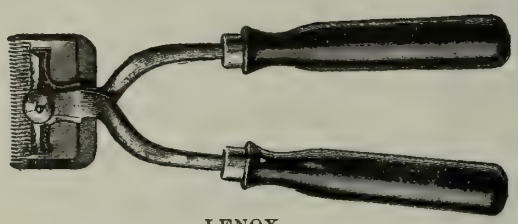
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

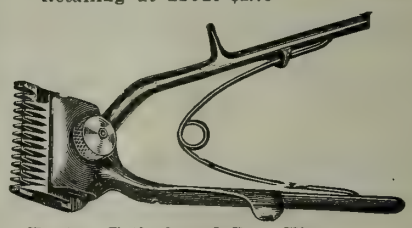


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

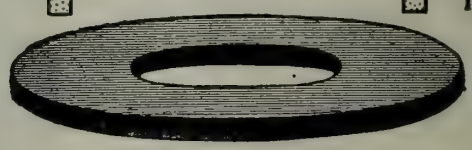
Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVE
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

E. P. N. S. Hollow Ware

is a very important part of our line of manufacture.

Outside of the usual run of smaller pieces, like

Child's Cups
Napkin Rings
Butter Dishes
Bon Bon Dishes, etc.

We manufacture and keep in stock:

Tea Sets
Coffee Sets
Trays
Entree Dishes
Breakfast Dishes
Compartment Vegetable Dishes
Meat Dish Covers and Platters
Muffin Dishes
Gravy Boats and Stands
Soup Tureens
Revolving Dishes
Sandwich Plates
Bread Trays
Cake Baskets
Vases, etc.

Practically as complete a line as imported from the Old Country.

Our Designs and prices are right and we can promise the Trade prompt delivery.

Why import such lines when we can be of better service to you?

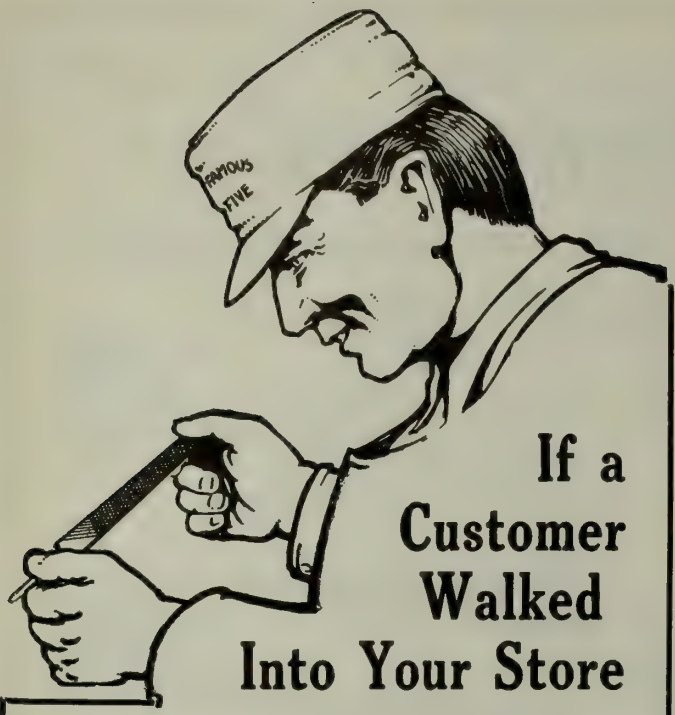
See our travellers or write us for particulars.

No. B. 449 E.P.N.S. Oblong Breakfast Dish, also made with removable lining if ordered in that way.

CANADIAN WM. A. ROGERS, LIMITED

Silversmiths and Manufacturers of all kinds of Silverware and suitable for all markets.

Factories and Salesrooms: TORONTO **Branch Salesroom: WINNIPEG**



If a Customer Walked Into Your Store

and asked for a file, what would you give him?

Any one of the following five will ensure his future custom:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

They are Canada's favorites—controlling 90 per cent. of the demand.

Millions are used yearly, and the demand is increasing. Due, in a large measure to our educative advertising campaign—teaching your customers the economy of discarding a file when it has reached its "inefficient" point.

Remind your customers that after a certain point in the life of a file, time is wasted in its use, and the work suffers.

We're helping you. It only remains for you to stock the files with the big demand.

Nicholson File Company

Port Hope **Ontario**

(JOBBERS EVERYWHERE)

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded

Send for Catalog No. 150

PATENT AND COMMON-LAID
CORDAGE,
Manufactured by Water-Power.
THE *Plymouth Cordage Company* hereby give notice that they have on hand *One Hundred Tons, Clean St. Petersburg Hemp,* of superior quality, which they are ready to manufacture into *Cordage* of any size or description to suit purchasers. Their *machinery* and *water privilege* is equal to any in the Country—and their *Cordage* shall in every respect be equal to their advantages. All orders for *Cordage,* in any quan... ceive immediate attention... from BO...
Plymouth, March ...
N. B. A numb... find employmen...

Plymouth Policy

Our first ad

shows the stress laid, even in the earliest year of the business, upon the policy which governs the manufacture of Plymouth Cordage—"highest quality only."

It is well to know that we have always had such a policy. It makes you feel certain that the same policy will be continued.

In the light of our growth this course is obviously the profitable one for us to follow. And the greater service which it enables us to render to those who sell or use our goods likewise makes it the natural one.

At no time have we seen any reason for changing this policy. Instead, we receive proof every day that "highest quality" is the only quality worth sticking to in cordage—whether you make it, sell it or use it.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS., WELLAND, ONT.

INDEPENDENT CORDAGE CO., LTD.
TORONTO - - - ONTARIO
CANADIAN SALES AGENTS

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

Butterfield Taps—

are very popular because they produce more work in a given time and last longer—and what they do is accurate.

No Job is too tough for their Quick Disposal.

WHAT WE CLAIM WE STAND READY TO PROVE. SEND A TRIAL ORDER. WE GUARANTEE SATISFACTION.

Butterfield & Company, Inc.

ROCK ISLAND, QUEBEC

WROUGHT PIPE

WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

WIRE BOLTS and NUTS

THE STEEL COMPANY OF CANADA LIMITED

WOOD AND MACHINE SCREWS

BRASS BRIGHT BRONZE

IRON AND STEEL BARS

Tacks

"Tiger" White Lead

"Invincible" Fencing, Shot, Lead Pipe

Rivets and Burrs, Bright Wire Goods, Pole Line Hardware

Corrugated Fasteners, Forgings, Cut Nails

Horse Shoes and Horse Nails

(M.R.M and Bell) (M.R.M.)

Putty

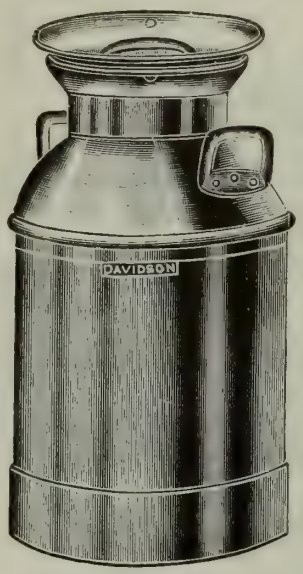
Quality Guaranteed *Prompt Shipments*

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN, N.B.	HALIFAX

Davidson's Railroad Milk Cans

"HERCULES" and "DOMINION"



Fitted with dome or seamless covers and malleable tinned iron stationary side handles.

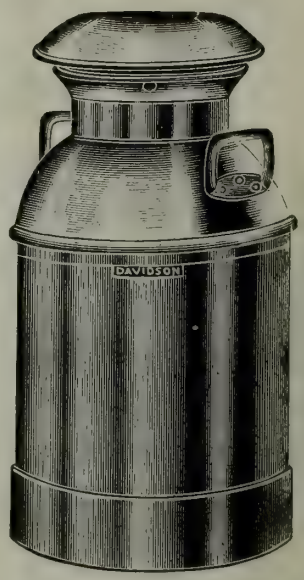
"Hercules" Milk Cans, as shown here, will stand any amount of rough handling, being fitted with our heavy round rolled edge bottoms.

"Dominion" Milk Cans are fitted with heavy retinned bottoms. The bottoms and bodies are curved and grooved together by hydraulic process, making practically a one-piece can.

The interior is smooth with no crevices to hold the dirt or to collect bacteria.

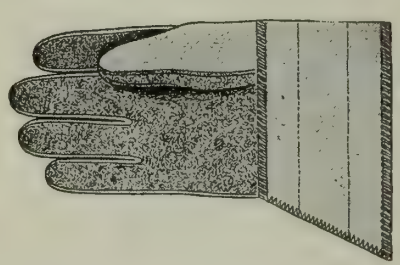
Made in 3 sizes, 5, 8 and 10 Gallons

WRITE FOR PRICES.



The Thos. Davidson Manufacturing Company, Limited

TORONTO MONTREAL WINNIPEG



TAPATCO

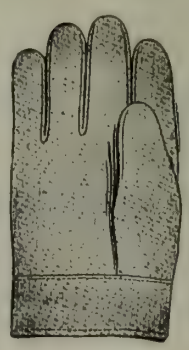
REGISTERED TRADE MARK BRAND

The Cotton Gloves that give the wear

Good wear is what your customers are looking for. If you don't supply them with a glove that satisfies their desire in service, your competitor will probably get the business away from you.

"Tapatco" Gloves are profitable to handle, because they give complete satisfaction—a satisfaction that brings the customer back for more and holds his patronage.

This popular-selling line embraces Gauntlet, Knit Wrist or Band Top Styles in Heavy, Medium or Light Weights. Also Leather Tip and Leather Face Gloves and Jersey Gloves and Mitts, in Tan, Brown or Oxford.



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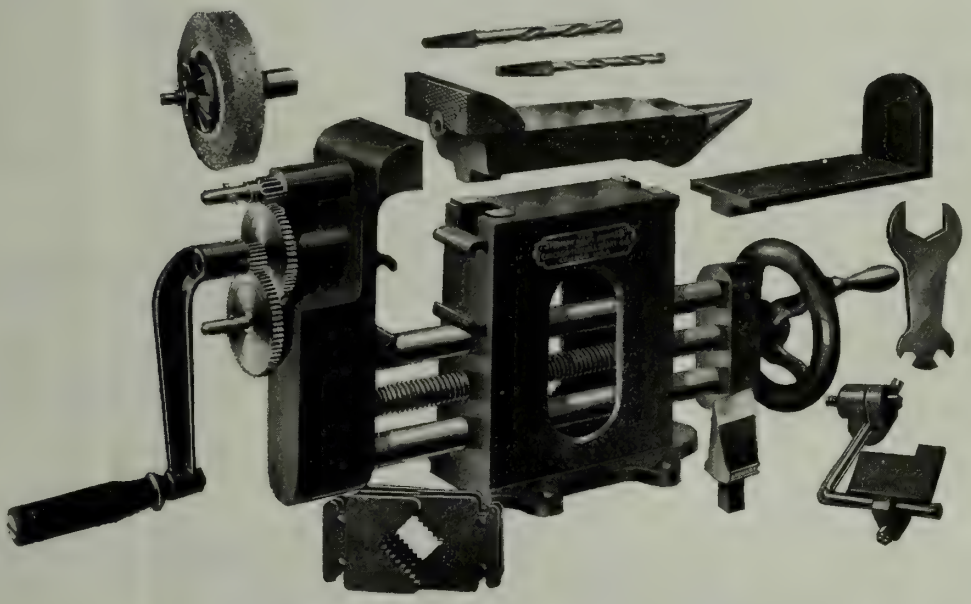

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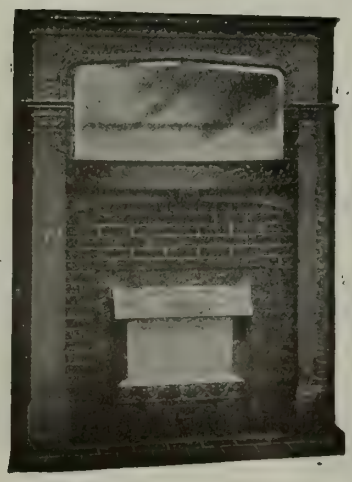

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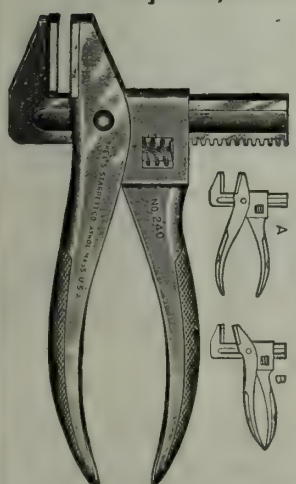

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Every Kind for Every Need

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All-Metal Frames
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Steel Ball Bearings
Covered Cog Wheels
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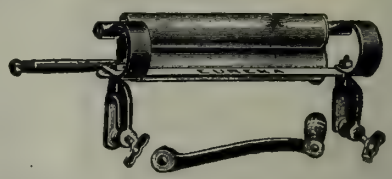
None better made anywhere



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Flashlights

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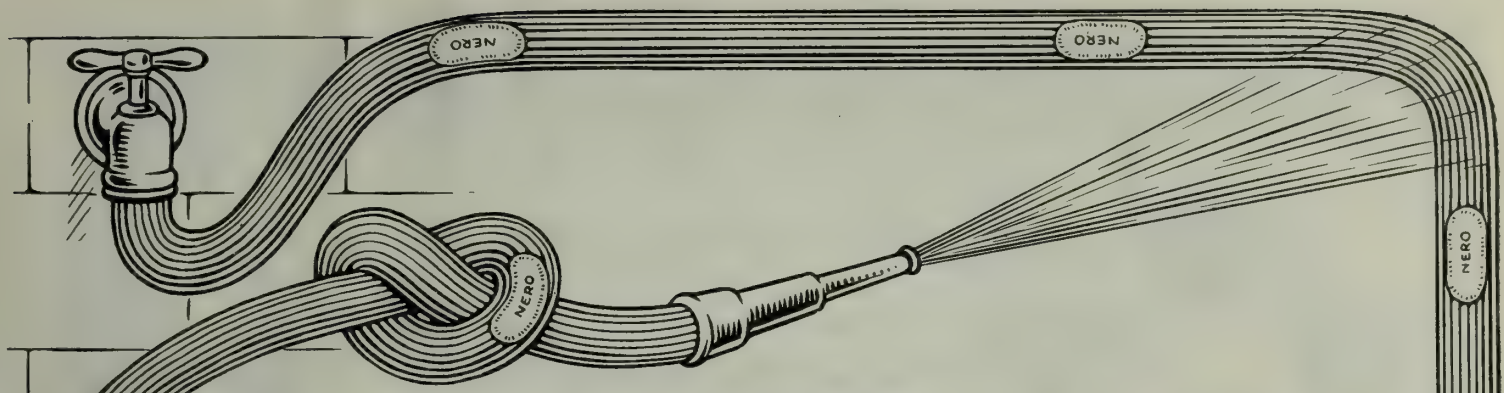

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GOODYEAR
MADE IN CANADA

Garden Hose

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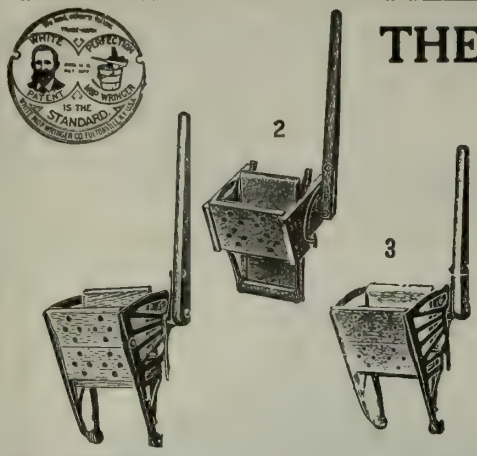

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because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

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The R. McDougall Co., Limited
GALT, CANADA

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AT
Lowest Possible Price

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That the market has been flooded with cheap cutlery is evident. Foster Bros.' Brand Cutlery have achieved a reputation for durability and quality.

For years and years this cutlery has made contented users everywhere and more business for dealers. They are a make much sought after by "those who know" because of their superior cutting and lasting qualities.

JOHN CHATILLON & SONS
85 Cliff Street **New York City**
Scale Makers Since 1835

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"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

In bad weather put your men at erecting

Metallic Ceilings

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The Metallic Roofing Co., Limited
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TABLE I·XL CUTLERY

Manufactured by

GEO. WOSTENHOLM & SON

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Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath brick and knife-cleaning boards.

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Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

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HARDWARE & METAL

ELECTRO SERVICE DEPARTMENT

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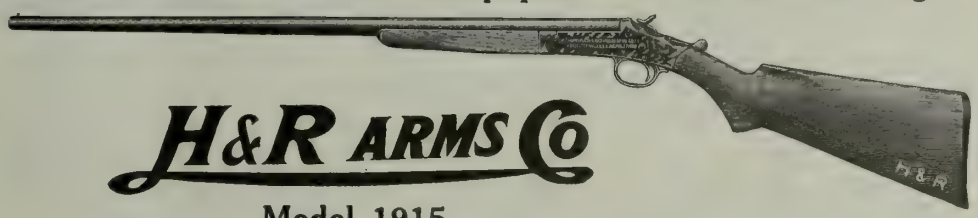
for the new .410 Shell and popular .44 Caliber Cartridge



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.45 Caliber, 26 inch Barrel
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.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

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28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

"The Higher Cost of Paying Less"

There are two costs to every article—*purchase* cost and *service* cost. One gives you ownership. The other gives you results.

And an article is of value only in proportion to its ability to give *Service.*

This applies to rubber goods, as well as to all other merchandise.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 29, 1916 No. 5

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CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

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Is thoroughly and uniformly galvanized. This means uniform wear.

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Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on Your next order.

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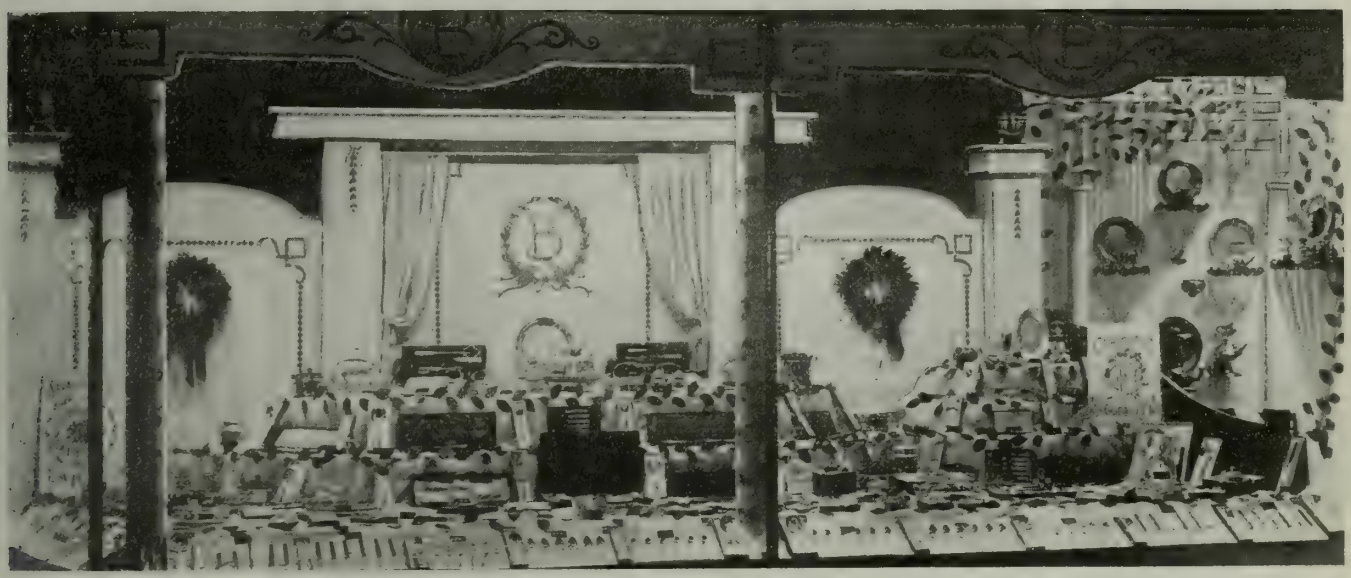
HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. 30 TORONTO, JANUARY 29, 1916 No. 5

Awards in Christmas Window Contest



First Prize Window, for places over 5,000 population, arranged by Chas. Byford, for the Bond Hardware Co., Guelph, Ont. A complete description is given in the article which follows.

THE showing of window displays in Hardware and Metal's annual Christmas window display which closed on Dec. 31, was a very representative one. Displays were submitted from many of the largest hardware stores in Canada. On the other hand it was very interesting to note the large number of displays from the smaller towns—places under 5,000 population. This is probably one of the most significant and satisfactory features of the contest, showing that hardwaremen in the smaller places are to-day exhibiting a greater interest in window trimming than they ever have in the past.

The annual window display contest of Hardware and Metal, has for many years past been a big annual event in Canadian hardware window trimming circles, but the 1915 contest was, from the standpoint of the small town merchants, the largest and most successful ever held.

Quite a number of contestants had entered this year for the first time. A number of others who in previous years, had been annual contestants, were missing this year owing to the fact that they have enlisted for active service.

The quality of the displays entered was uniformly high, and the judges had considerable difficulty in picking the winners.

THE PRIZE WINNERS

PLACES OVER 5,000

1st Prize—Chas. H. Byford, c/o Bond Hardware Co., Guelph, Ont.

2nd Prize—Sumner Co., Moncton, N. B.

3rd Prize—P. E. Hughes, c/o D. H. Douglas, Chatham, Ont.

4th Prize—A. E. Stephens, c/o J. H. Ashdown Hardware Co., Calgary, Alta.

PLACES UNDER 5,000

1st Prize—John F. Bingham, c/o G. A. Binns, Newmarket, Ont.

2nd Prize—D. A. Smith, c/o Day Hardware Co., Red Deer, Alta.

3rd Prize—H. Lendon, Leamington, Ont.

4th Prize—F. L. Deacon, c/o Geo. Taylor Hardware Co., Cochrane, Ont.

In accordance with past custom, two contests were conducted. One was for stores located in places of 5,000 and over. The other was for places under 5,000 population. No restrictions were set upon the style of display or the goods used in the arrangement, except that each window had to be arranged with goods for the Christmas trade. The prizes are as follows: Places of 5,000 and over, first prize $10; second prize, $5; third prize, $3; fourth prize, $2; Places of under 5,000 population, first prize, $10; second prize, $5; third prize, $3; fourth prize, $2.

Honorable Mention

In addition to the prize winners, whose names appear in the accompanying panel, the judges decided that the following were entitled to honorable mention: Albert D. Buchanan, c/o F. W. Jeffrey & Sons, Midland, Ont.; R. Thornhill, c/o P. Hymmen Co., Berlin, Ont.; Chas, M. Harrison, c/o S. B. McClung & Co., Trenton, Ont.; Howard Furnace Co., Toronto; Chas. Harvey, c/o Barton & Fisher, Port Arthur, Ont.; Harry Armstrong, c/o H. H. Otton & Son, Barrie, Ont.; S. Mc-

First Prize Window, for places under 5,000 population, arranged by Jno. F. Bingham, for Binns Hardware, Newmarket, Ont. A description of the window is given in the accompanying article.

Intyre, c/o Wm. Black, Durham, Ont.; Rutherford & Kaiser, Simcoe, Ont.

The two first prize winning displays are reproduced and described here. The other prize winners will be featured in future issues of Hardware and Metal.

The second prize winning display for places over 5,000, that of the Sumner Co., of Moncton, N.B., was an especially creditable one and worthy of special mention. Great care and skill was shown by the window trimmer in arranging a display that had two excellent qualities, attractiveness and selling force. This display will be shown in an early issue of Hardware and Metal.

The second prize winner in places under 5,000, was D. A. Smith, c/o Day Hardware Co., Red Deer, Alta. Mr. Smith's display was very attractive. A good display of Christmas goods was shown. One feature, however, which detracted from the value of the window display, was the absence of price cards, although the articles shown were such as would lend themselves readily to price-ticketing, and should, according to the opinion of most leading window trimming authorities, have price tickets or cards. This display will also appear in an early issue of Hardware and Metal.

First Prize Winner in Larger Places

The first prize winning window arranged by Chas. Byford for the Bond Hardware Co., Guelph, Ont., is shown in one of the accompanying illustrations.

A close examination of the display, which is of necessity, shown here in greatly reduced form, discloses many decidedly interesting and practical features. A good background is one of the chief essentials in a good hardware display, especially a Christmas window display. The background in this window display, although inexpensive to prepare, provided a splendid setting for a display of goods such as was shown.

The background was made of wall board supported by four square pillars. The pillars were finished in white, edged with gold. The two centre pillars were six inches higher than the pillars on the ends. The cross piece running from the centre pillars, and supporting a handsome fern in a brass jardiniere, was ten feet in length.

The wall board panels between the pillars were finished in pale blue wall finish, stencilled in gold. On the centre panel appeared a large B, representing "Bond," surrounded by a wreath stencilled in gold. The draped curtains on either side were cream color. On the other two panels were two attractive holly wreaths.

The valance around the top of the window near the plate glass was made of cream material, stencilled in gold. All the stencils used in the display were designed and cut out by Mr. Byford.

The pillars or supports which form part of the window construction, and are shown in the illustration were neatly wrapped with decorated paper.

The end of the window, which is an exceptionally long one, was neatly trimmed and decorated with lattice work, pleated materials, etc. Neatly arranged individual shelves or supports were used to display trays, silver tea services, spirit lamps and kettles, etc.

The foregoing description deals almost entirely with the portion of the window that is not sold but which gives tone to the goods that are offered for sale.

On the floor of the window, and on the raised steps in the background, were the many lines which were offered as gift suggestions.

The raised section was arranged in step formation, from boxes. White cheesecloth was used for a cover for the steps and floor. The edges of the steps were decorated with holly garlands.

Immediately in the foreground appear-

ed a neat arrangement of silver plated table cutlery including tea, dessert and table spoons, desert and table forks and knives, meat forks, fruit spoons, pie servers, sugar shells, etc.

On the floor of the window appeared a splendid array of silver plated ware in cases, casseroles, pie dishes, bakers, etc.

On the steps larger articles were shown, and included carvers in cases, pearl handled goods in cases, biscuit jars, casseroles, bean dishes, tea services, butter dishes, fruit baskets, bread trays, butter and pickle dishes and other articles.

A neat price ticket showing the prices in plain figures appeared on every article.

Two large and appropriate show cards were used, one in each end of the window.

One card bore the following message: "Select Your Christmas Gifts Early." The other read as follows: "Christmas Gift Suggestions." The cards although inexpensive were very neat and dignified, and acted as salesmen, who in a quiet manner reminded the onlooker that the time for buying Christmas gifts had arrived and that the display had been arranged for the Christmas shopper.

The combination of colors, white, pale blue and gold used in preparing the decorations, gave a delicate and tasteful effect that was particularly appropriate for the class of goods on display.

Owing to the size of the window the photographer had considerable difficulty in securing a photograph of the entire display. The accompanying illustration is considerably smaller than the photograph submitted in the contest.

First Prize Winner in Smaller Places

The first prize winner in towns under 5,000, was awarded to John F. Bingham, who submitted a display from Binn's Hardware, Newmarket, Ont.

In arranging this display of "Santa Claus Headquarters," the window trimmer exhibited a marked degree of ingenuity. Considerable skill is required to make an attractive display of such goods as are shown in the Binn's window.

The background in this display, was not as attractive as some of the others submitted in the contest, but the general layout of the goods on display, and the fact that price tickets were used freely, were factors that influenced the judges when making the award.

In this window a wide range of Christmas hardware was shown.

There was no evidence of overcrowding. The price tickets were neat. The whole lay-out of the display was one that would attract and hold attention.

The floor near the front of the window was used for displaying such lines as silver-plated ware, steel table cutlery, case goods, safety razors, hones, carvers, trays, child sets, electric grills, disc stoves, and other lines.

The raised portion towards the back of the window was devoted chiefly to the display of Christmas toys of various kinds, interspersed with such articles as thermos bottles, electric flashlights, electric hand lanterns, etc.

The end wall of the window was used as a display space for such practical gifts as carpet sweepers, razor strops, rifles, trays, etc.

Shears were displayed on the star shown on the end wall, while razors were displayed in a crescent display board. A skate display board occupied a prominent place towards the back of the window.

The background, although unsuitable for small classes of displays, was alright in this case, owing to the particular nature of the articles displayed.

The background was made of wall board, trimmed with green cloth and tinsel, also festoons of holly leaves. The lattice work on the doors was of silver and gold tinsel.

Behind the lattice door, was a life size figure of Santa Claus.

Behind the figure of Santa Claus, and easily discernible through the lattice doors were a number of evergreen trees. The sky could also be seen, and was made of greyish blue paper with stars and moon of yellow paper pasted over cut-outs. The background was one that attracted the attention of hundreds of kiddies as well as grown-ups.

Automobile Accessories are Hardware

American Hardware Manufacturers' Association Secured Views of Auto Accessory Manufacturers, and Also of Wholesale Hardware Distributor — Nearly all Believe That Proper Channel of Distribution is Through Hardware Trade

THOSE in close touch with the various branches of the hardware trade in both Canada and the United States know that during the past two or three years a new "hardware department" auto accessories, has developed with amazing rapidity. The automobile industry has developed more rapidly than any other industry of recent years, and with the development of the automobile industry came the development of the automobile accessory business.

Remarkable Growth

The growth of the latter has been so remarkable, and of such proportions that the question of distribution has received a great deal of attention from leading trade papers, retailers, wholesalers and manufacturers. During the early stages of the development of the auto accessory industry, the bulk of the business passed through the hands of garage owners, but as the industry grew it became evident that better methods of distribution were needed, that the proper channel of distribution for the auto accessory manufacturers was through the hardware trade rather than the garage.

The result has been that during the past two or three years the hardware trade has secured a good grip on the automobile accessory business. It is quite evident from the manner in which the hardware trade is taking up the new line, that in a few years time the great bulk of the accessory business will be transacted through hardware stores.

Manufacturers Favor Hardware Trade

That automobile accessory manufacturers want to do business with hardware wholesalers, and that the latter are anxious to do business with manufacturers of automobile accessories is clearly evident from correspondence which has passed between the manufacturers, wholesalers and the American Hardware Manufacturers Association.

The American Hardware Manufactures Association has recognized the importance of the auto accessory industry. The result has been that a good number of accessory manufactures have joined the Association.

The association recently wrote to wholesale hardware distributors and to auto accessory manufacturers, asking the former how far they were going into the accessory business, and asking the accessory manufacturers how far they were already seeking to market their goods in the hardware trade.

The replies were most illuminative. Judging by the replies received it is quite evident that the auto accessory manufacturers want to do business through the hardware trade. It is also evident that the hardware distributors want to

(Continued on page 31.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, JANUARY 29, 1916 No. 5

A SIGNIFICANT FEATURE

ONE of the most significant and pleasing features in connection with HARDWARE AND METAL'S annual window display contest, the results of which appear in this issue, was the large number of entries from the smaller towns throughout the Dominion. With each succeeding contest, HARDWARE AND METAL has noted the increased interest which has been taken by small town merchants. The results of the 1915 contests clearly show that there is a constantly growing interest in window display work in the smaller places.

At one time there were many people who had the idea that window displays were only for the large cities. Ideas along this line have changed, and to-day many exceptionally attractive and creditable displays appear each week in the small town stores throughout the Dominion. To-day you seldom see a small town hardware store, in Canada, that has not a modern store front, fitted up with a plate glass show window. HARDWARE AND METAL recognizes the importance of the small town merchant, and in the annual Christmas window display contest allots four cash prizes for distribution to firms in towns under 5,000 population. And in this connection it will be interesting to many of our readers to know that from carefully compiled statistics, it has been shown that 63% of Canada's population resides in community centres of 5,000 and under, and in the adjacent rural communities.

PUSHING THE SLOW-PAYS

IT is to be hoped that most retail hardwaremen have their book accounts in good shape at the present time. The giving of credit was greatly curtailed during the year 1915, with the result that on the whole the retail hardware trade of the Dominion is in splendid condition, financially. Most retailers are able to meet all obligations in a very satisfactory manner. It is not out of place, however, to urge those who still have on their books accounts against slow-pay customers, to go after collections in a thorough manner.

The trouble with most merchants who have not proven successful in the matter of collecting from slow-pays is that they have followed a certain system rigidly and woodenly. They send out the same letters to everyone, stereotyped forms which proceed by gradual stages from courteous reminder to stern threat. They never think to change them to suit individual cases. The debtor may be a man on whom threats would have no other effect than to strengthen his obstinacy and render his resolution not to pay adamantive. Nevertheless, the form letter, threatened suit, goes out.

Slow-pay customers differ as widely as people of any other class. There are obstinate and timorous, crafty and guileless, honest and dishonest debtors.

The many ramifications of human nature are found in full in this class. Is it any wonder, then, that the merchant, who tries to collect from every one of them, in the same way, is going to get left in a great majority of cases?

In the case of some debtors who are apparently hopeless cases, it is a good plan to use the forms supplied by retail merchants' associations. Very often payment or part payment of accounts can be secured by this method.

MANY PRICE CHANGES

PRICES of many hardware lines are still on the upgrade and HARDWARE AND METAL'S market reports in this issue contain the usual heavy weekly budget of price changes mostly in an upward direction.

It is quite evident that there is still a great deal to be done in the way of price adjustments, as a result of the unparalleled conditions which exist in the steel market, and also, as a result of many other unusual conditions which have developed as a result of the war. Retailers should be careful in their buying and study the hardware and paint markets carefully. This does not mean that retailers should buy too sparingly, but rather that they should not overload as a day of reckoning must come as regards the present costs of many abnormally high products. On the other hand, the fact should not be lost sight of

that many manufacturers of hardware and paint lines have had considerable difficulty in securing supplies of raw materials. In many cases the costs of raw materials have increased several hundred per cent. since the outbreak of the war, and manufacturers have been forced to increase their selling prices, in order to take care of increasing costs of production.

Last week HARDWARE AND METAL pointed out that "the stage where advances were warranted in paints had been long since passed" and that "whether the change comes in a week, a month or four months, it is nevertheless certain." This week HARDWARE AND METAL announces that prices on mixed paints have been advanced to take effect on March 1. Thus the prediction was borne out within the week and the advance goes into effect in a month.

And attention might be called to the fact that for weeks the retailer has been regularly advised that an increase was the only logical outcome of the upward movement of raw materials. Further, we may be permitted to call attention to the fact that HARDWARE AND METAL has made many predictions in other departments of the markets recently which proved an advantage to those who acted upon them.

PREVENTING BUNK SCHEMES

THE trading stamp fight now going on in the United States is being followed with interest by the American retail hardware trade. Prominent American papers have several times recently referred to the manner in which the operations of trading stamp companies have been curtailed in Canada.

An American contemporary in referring to the operations of trading stamp companies in the United States, says in part:

"The Land of the Free and the Home of the Brave is so free and so brave that many forms of bunk which Canada will not suffer are permitted to flourish here like the green bay tree, among them the green trading stamp. This condition will probably continue until Congress is induced to take drastic action and substitute a carefully devised federal law for the numerous existing State statutes, the majority of which are undoubtedly unconstitutional."

HARDWARE AND METAL has on several occasions during the past two or three years directed the attention of retailers to the provisions of the Trading Stamp Act. For the benefit of new subscribers, or any who are not acquainted with the provisions of the Trading Stamp Act, a short summary of the provisions is given here: In 1905 there was passed by the House of Commons, what was commonly known as the Trading Stamp Act. This was really an amendment to the Criminal Code of 1892, respecting trading stamps, coupons, etc., and was brought about largely by the efforts of the Retail Merchants' Association at that time.

The expression "trading stamps" includes any form of receipt, coupon, premium ticket or other device given by the merchant to the customer, and which represents a discount on the price of goods bought or a premium given to a customer. A coupon is not legal (1) When it does not show upon its face the place of its delivery; (2) When it does not show the merchantable value thereof; (3) When it is not redeemable at any time. The third and last is probably the most important because it is the one on which the law is most frequently broken. It shows that in order to come within the provisions of the law, the coupon, receipt, etc., must be redeemable at any time—not when $20 or $30 worth are secured—not when five, ten or twenty blue or red tickets are secured—not when the merchant wishes,—but now, or at any time at the wish of the customer. It should also be remembered that it is necessary to show the merchantable value of each receipt or coupon. Anyone infringing on the regulations of the Act is liable to a six months' imprisonment, and to a fine not exceeding $200. Section 4 of the Act also provides a penalty for everyone, who being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employee or agent. It can be seen, therefore, that any merchant conducting a contest where a coupon or other device is given away and which is not redeemable for its full value at any time is not acting within the provisions of the law, unless the contest is entirely free. If the customer has to purchase a certain quantity of goods to secure the guess, the contest is not legal. The idea of the Act is to prevent schemes whereby the public thinks it is getting something for nothing, when it is really paying indirectly for whatever may be secured.

TO TAX MAIL ORDER HOUSES

NEWS comes from Winnipeg that under the terms of a bill to amend the Corporation Taxation Act, the Provincial Government will tax all mail order businesses in Manitoba, including that of Toronto companies, and will increase the taxation of express companies, and street railway companies. The measure, not yet approved by the Cabinet, is designed to tax all commercial and mercantile concerns, wholesale or retail, doing business by mail.

While the ins and outs of this measure are not at hand, there is to be seen here a very radical step and one that from the standpoint of the big catalogue houses will not be very well relished. A few years ago there was an agitation in Ontario among certain merchants to put through a bill taxing mail order houses, but nothing came of it. However, if the Manitoba bill goes through, this agitation will likely be revived and will probably be taken up by other provinces.

How to Keep Correct Set of Books

This Contributes Not Only to the Only Safe Basis for Success, But is Required to Preserve Credit—Counter Checks, Ledger, Journal, Cash Book and Other Forms Explained

Published by special arrangement with Fred. W. Lambert, official auditor to R.M.A. of Canada in Manitoba.

DURING the past year and more Hardware and Metal has urged repeatedly, the need for knowing exactly the financial details of one's business. When trade was exceptionally buoyant as in 1912 and most of 1913 the profits were produced almost automatically. As it was put frequently, "Any one could make money." Now it is different. The testing time came and the man whose bookkeeping was at fault, and who did not have his business, sales, purchases and expenses analyzed sufficiently to discover the weak spots, found it hard to meet the storm. A set of books for the average retail business is not expensive, and where the merchant does not feel capable of installing these himself a local auditor could be secured for a comparatively small outlay. The books themselves are supplied by a number of firms in Canada and frequently are turned out by local job plants.

The books suggested by Mr. Lambert are:

1. Counter Check Books;
2. Cash Book;
3. Purchase Journal;
4. General Journal;
5. Ledgers: (a) Customer's Ledger (Loose Leaf), (b) Purchase Ledger (Loose leaf), or both (a) and (b) may be kept in same ledger; (c) Private ledger (small bound book);
6. Bills payable book;
7. Monthly Satements in duplicate.

Counter Checks

The first form to be considered is a counter check book. These are usually numbered from 1 to 50, and each clerk should use only the one allotted to him. These books and each check are usually numbered according to the numbers of the clerks, 3, 4, 5, 6, 7, etc., or each clerk can write down his own number on each check to identify himself with the sale. In no case should one of the slips be destroyed, all should be in order for the business office.

These books are used for 1, cash sales (where no register is kept); 2. charging goods to customers; 3. recording produce purchased from customers; 4. recording goods returned by customers, and, 5. recording amount paid on account by customers.

"It is essential," warns the auditor, "that all purchases made by the proprietor of the business from his own store should be treated as if he were a customer, in order to obtain accurate results."

The Cash Book (Form 1)

The cash book, a form of which is shown, is used for all cash receipts and disbursements.

1. Ledger column is used for all payments made by your credit customers which are entered individually and posted to the customer's credit in the ledger.

2. The total daily cash sales to be written up here and the grand total of this column to be credited to the Merchandise Account in the Private Ledger at the end of the month.

3. A record of all cash purchases to be kept daily and a total to be entered in this column and in the same operation this amount to be divided up and placed in columns 7, 8 or 9; this of course depends on the nature of the purchases.

4. This column is used solely for deposits in the Bank. Using the above columns the cash is evenly balanced in the following manner." Add columns 1 and 2, deduct 3, and also the amount reserved for change, which leaves the amount for deposit in the bank.

5. Consists of all payments by cheque to the wholesalers, which are charged to their individual accounts in the Purchase Ledger.

6. All cheques are entered here in numerical order, being credited 5,7,8, or 9 according to the nature of the transaction. Also payments on account of drafts by the bank.

7. This column is used for cash purchase of merchandise, also purchases made by cheque, when it is not deemed advisable to open an account in the Purchase Ledger, in the event of your only doing business with that concern occasionally.

8. General Expenses is an account to which all expenses are charged when there is no account open to which to

Value of a Reliable Bookkeeping System

By Fred W. Lambert

Before you can borrow money from a Bank you must submit a Financial Statement showing your Assets and your Liabilities.

Before you can obtain a line of credit from a Wholesale House you have got to submit a similar statement.

The Bankers and the Wholesalers, before doing business with you, obtain a report from the Mercantile Agencies, who ask you to supply them with a Financial Statement showing what you are worth.

The Credit Men's Association are asking you to do the same thing.

If the Banker is to lend you money and the Wholesaler lend you goods and trust you to pay these loans back, it is reasonable that you should trust them to the extent of supplying them with a statement showing how you stand, but you cannot supply a correct statement unless you keep a proper set of books. If you supply an incorrect statement for the purpose of obtaining credit—whether of cash or of goods—you are liable to imprisonment.

If you do not keep a proper set of books you cannot possibly tell whether you are making or losing money. The want of this knowledge is the direct cause of a large number of Retailers going out of business. It is very easy to keep a simple set of books. In order to show you how simple it is, we are publishing this pamphlet.

If you are not keeping a proper set of books you are being discriminated against on that account by the Banker and the Wholesaler. You cannot afford to have your credit impaired in this way, in addition to being ignorant of where you stand financially.

Suggested Forms for Exact Bookkeeping

Detailed Description of Each is Given in Article

CASH BOOK

			1	2	3	4				5	6	7	8	9
Date	Description	Folio	Ledger Cr.	Cash Sales	Petty Cash		Bank Dr.	Date	Description	Folio	Ledger Dr.	Bank Cr.	Mdse.	General Expense	Sundries

Form No. 3

PURCHASE JOURNAL

			1	2	3	4	5	6					
Date	Description		Invoice	Amount	Mdse.	General Expense	Stable Expense	Sundries					

SHEET No. ..... **LEDGER** **ACCOUNT No.** .....

NAME .....

ADDRESS .....

	Date	Description	Folio	Debits	Credits	Dr. or Cr.	Balance	

BILLS PAYABLE

No.	Date	On Whose Account	Address	Interest or Discount	Amount	Ledger Folio	Dated	Terms	Date														Date Accepted	Where Payable	By Whom Drawn	Remarks
									Year	Jan.	Feb.	Mch.	Apl.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec				

MONTHLY STATEMENT

Date	Articles	Folio	Credit Amount	Debit Amount	Total

post a certain item, and includes often Office Supplies which are being used up from day to day and are not considered an asset.

9. The term "Sundries" includes all accounts other than those found in either the Customers' or Purchase Ledger which are not accommodated with a particular column in the Cash Book in order to economize space. It is most important to know what the barn is costing monthly in feed, shoeing and general repairs, and an account should be opened in the Private Ledger for this item. All items in this column should be posted individually. The totals of all the Debit columns should agree with the totals of all credit columns in the Cash Book, with the exception of the total column 3, (Petty Cash) which is used for balancing the cash for deposit in the bank only, as this amount has already been charged under the different headings of Merchandise, General Expenses, etc., on the dates of disbursement. Column 6 should be deducted from column 4 at the end of each month, and by adding the amount of the cheques which have not been presented for payment at the Bank, this amount agrees with the amount at your credit in the Bank Pass Book.

* * *

FORM NO. 2—PURCHASE JOURNAL

After checking the invoices from the different wholesales, manufacturers, etc., to see that quantity and price are correct, they should be taken monthly, placed in alphabetical order, also in order of date, and entered in col. 1, the total purchase from each to be extended to col. 2. This amount is then posted to the credit of the individual amount in the purchase ledger.

The total of col. 2 equals the sum total of cols. 3, 4, 5 and 6, which consist of the different purchases made, charged to the correct accounts. These columns are posted to the debit of the different impersonal accounts in total at end of each month in the private ledger.

* * *

GENERAL JOURNAL

This is used, 1. for the closing out of the financial year; 2. For the charging in one total of all goods returned by customers to the merchandise account. and for crediting the individual accounts in the customers' ledger; 3. For treating discounts earned and paid in a similar manner; 4 For putting through entries which need an explanation, such as errors on posting to the wrong account, also returns to wholesalers manufacturers, etc.

* * *

CUSTOMERS' AND PURCHASE LEDGER—3

Both these books may consist of bank ruling, showing the debit, credit and balance columns; the total of the former furnishes the amount owing by customers; and the latter the amount owing to the different jobbers, etc., covering a given period.

* * *

(C)—Private Ledger

This book contains the different impersonal accounts, merchandise, furniture and fixtures. the private account of the proprietor, profit and loss account; wages, real estate holdings; in fact, all accounts which are not to be found in either the customers' or purchase ledger.

* * *

BILLS PAYABLE BOOK—FORM 4

When a merchant accepts a draft or mails a promissory note to a creditor, it is essential to keep a memorandum of this transaction so that the bill may be attended to at maturity. A stock form such as shown in No. 5 will answer this purpose, but instead of using this as part of your bookkeeping system, it will simplify matters a great deal to treat this book as a memorandum book only, from which no posting is done.

* * *

MONTHLY STATEMENTS—FORM 5

These statements are in duplicate. The original states the name of the proprietor and the kind of business he is conducting: the ordinary statement form with duplicate blank attached.

Place this statement next to the customers' account in the ledger, and post daily from the check slips until the end of the month; recapitulate the total debits at that time on all the accounts placing this sheet at the end of all the duplicate statements which are transferred to a binder kept especially for that purpose. The total amount of these debits should agree with the recapitulation of the counter checks, as stated in the description of form No. 1. The balance owing from the previous month is then inserted at the top of the statement, and both the account in the ledger and the statement are credited with the purchase price of the merchandise returned, taken from the general journal. After giving credit on the statement for all monies paid during that month, it is ready to be mailed to your customer. The total sales for the month taken from the recapitulation sheet mentioned above are then credited to the merchandise account in the private ledger.

To the merchant it may appear superfluous to recapitulate both the charge slips and the debits on the monthly statement, but by doing so it will be ascertained immediately whether any charges to a customer's account have been omitted or not, as an error is often made, necessitating a total loss to the merchant.

TRIAL BALANCE

The above term and that of financial statement are often confused and therefore, some enlightenment on this subject may be of assistance. A trial balance should be taken off at the end of every month, and is arrived at in the following manner—it proves that all entries have been made on the right side of the account, and is the initial step in preparing the financial statement:

1. Cash on hand.
2. Cash on hand as per cash book.
3. Total amount owing by customers as per ledger.
4. Total amount owing to your creditors, as per purchase ledger.
5. Balance of each individual account in private ledger. The total debits should equal the total credits for the trial balance to be correct.

* * *

FINANCIAL STATEMENT

This statement is prepared from the trial balance in the following manner:

1.—Trading Account

Put on one side the stock on hand at the commencement of a certain period. Add to this the total purchases from that date to the time the next inventory is taken.

On the other side put the total sales for the period elapsed between the date of the inventories.

Add to this the amount of the new inventory.

Deduct one total from the other, and the result will be the gross profit.

2.—Profit and Loss

Numerate all expense accounts found in the private ledger on the debit side. Bring forward the gross profit from trading account and place some on the credit side. Also enumerate any of the expense accounts in the private ledger that may have a credit balance. The difference between the debit and credit sides will furnish you with either your net profit or net loss.

Assets and Liabilities

Assets will consist of (a) Cash on hand; (b) Cash in bank; (c) Balance as per customer's ledger; (d) Stock as per inventory; (e) All accounts on debit side in private ledger other than expense account.

Liabilities will consist of (a) Amount owing to creditors; (b) Capital at commencement of period; (c) Net profit for period.

Every item mentioned in the trial balance is utilized in some manner in the financial statement.

Automobile Accessories are Hardware

Continued from page 25

do business with the manufacturers of automobile accessories.

Extracts from some of the replies are here appended:—

From Automobile Accessory Manufacturers.

A manufacturer whose name is not mentioned for obvious reasons says:

"We have always been of the opinion that the garage is not the most desirable outlet for the requirements of an automobile owner, and many of the supply stores are about in the same class. We certainly believe that as a class the hardware merchants are a better credit risk than the garage or the accessories dealer. But there is another point which is of very great importance, namely, the question of price cutting, whether between the jobber and the dealer or between the dealer and the consumer. We are strongly of the opinion that the legitimate hardware jobber or dealer is more worthy of confidence in this respect.

Selling to Hardware Jobbers

"We are selling to a number of hardware jobbers in different sections of the country, and we have been told by some of them that they desire to go more and more into the accessory line, but are going slowly on account of the price-cutting tendencies of the supply jobbers. At the same time, we must add that a considerable number of the accessory jobbers and dealers are apparently as strongly opposed to this practice as the hardware men.

"Regarding inquiry as to whether we wish to extend our business in the direction of the hardware trade, we would say that we should be very glad to see the jobber and dealer go in strongly for accessories. It appears to us that already the tide is setting in that direction and that it will gain strength in the next two or three years. Such is our fervent hope and prayer."

Hardware Trade a Desirable Field

Another Writes.

"We have always considered the hardware trade a most desirable field to cultivate and at present dispose of our product to some extent through this medium. Our experience in dealing with hardware jobbers and dealers has been entirely satisfactory and we shall be glad to extend our business in this direction whenever possible. Our efforts have always been toward maintaining standard price schedules and we feel that prices are less likely to be cut by established hardware houses than by unreliable low rated, exclusive accessory concerns."

The great importance of the subject to the average accessory manufacturer is indicated in this, from another correspondent:

"We note that you would like expressions from accessory manufacturers in regard to the hardware trade. The writter advanced the idea about four or five years ago when there were but a limited number of hardware men handling auto accessories, that the logical place for accessory business was in the hardware stores.

Alright Financially

"In the first place the biggest percentage of them are financially alright. It is not a mushroom business—the average hardware man has been in business in his town or city for years, and through fair dealings has built up a good trade. He is a good business man and a merchandizer, and the average hardware jobber has an organization that is bound to make a success of nearly everything that he takes up. They discount their bills, and what is better, they sell the goods—in fact they have everything that makes the account an A No. 1 account from the manufacturers' standpoint.

This was the writer's theory a number of years ago, as above stated, and I believe we were one of the first accessory concerns to go after that business. The writer personally called on nearly all of the bigger hardware jobbers over the United States for a number of years, and we kept after them with the result that in the last two years about eighty per cent. of our business has been done through the hardware jobbers. And the nicest part of it is, we have never lost one cent on our hardware accounts, which is really remarkable owing to the above statement that eighty per cent. of our business has been done with them."

Hardwaremen Big Buyers

Another writes:

"We have found that a good percentage of the hardware jobbers are very slow and careful in taking on automobile accessories, but when they are once satisfied that the article is alright and that there are sales possibilities, they buy and sell in bigger quantities than any of the accessory jobbers. Therefore, unless the manufacturer understands the situation, he is liable to misjudge the possibilities in checking over the first year's business with the hardware jobbers. We have never received but a small amount of business from any hardware jobber in the first year, but after the first, and in some cases even the second season, he has always come to the front strong."

Another says:

"We feel as you do, that the hardware dealer is the legitimate party to carry automobile supplies as they have the proper facilities for displaying and pushing the sale of same. There are, of course, many garages with a satisfactory credit rating and who have nice display rooms and clerks to look after them but this is not as general as with the hardware merchant."

Hardware Trade Natural Channel

Another writes in the same vein:

"We quite agree with you that the natural channel for the sale of automobile accessories would be through the regular hardware trade, and our idea is that eventually it will narrow down to the hardware jobber or dealer and there will be a very small stock if any carried by the average garage."

Other interesting paragraphs are quoted at random from several letters:

"We feel the automobile accessory business will eventually fall to the hardware dealers throughout the country, and will be glad to do anything possible we can to help you bring about this result."

"The hardware jobber and the retail hardware merchants are the logical distributors for automobile accessories. It fits in with the hardware line better than it does with any other line. The man who sells automobiles, and those who do automobile repairing, are usually not the type of men that will make a success of selling small merchandise. Most of them are not sufficiently drilled in system and thoroughness, and then so many are of a type that does not inspire confidence."

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian.—Col. N. Golejewski, Military Attache, Room 904, Flatiron Building, New York City, N.Y.

WHAT OTHER PAPERS SAY

INGENIOUS COLLECTION SCHEME

From American Artisan

A very ingenious plan has been evolved by the merchants of Hot Springs, Arkansas, through which it is hoped to transform delinquent debtors into profitable customers.

Briefly the plan is this: To have persons who are in debt to more than one concern call at the office of the merchants' association, give the names of their creditors, together with the amounts owed to the various dealers and then give a blanket note covering the entire indebtedness, thus wiping their slates clean. The debtors will then be required to make weekly or monthly payments on the note according to their ability, such payments to be prorated to the creditors until all the accounts are paid.

Whether this plan will work out successfully depends to a very large extent upon the man who is in charge of the collection bureau, for he is, of course, the one who must make it his business to secure the blanket notes and induce the debtors to agree to make the aforesaid payments, as well as to make certain that the payments are kept up.

The plan should work out well where the collection manager is tactful and yet aggressive enough to convince the delinquent debtor that it is to his advantage to "get square with the world."

One of the difficulties that must be overcome will, of course, be that of inducing the debtor to come to the association office and give a list of his debts, but this problem might be solved by having the dealers furnish lists of their accounts to the collection manager whose duty it would then be to call upon the debtors and make suitable arrangements with them.

Taking the plan as a whole, American Artisan is rather inclined to view it with favor. At any rate, it offers a means of solution for the great evil of loose credit management which is altogether too prevalent among retailers of all classes.

* * *

STEEL PRODUCTION AND MOVEMENT THE PROBLEM

From American Metal Market

The problem of the steel maker for 1916 will not be a problem of markets or orders. The real problems will be in the manufacturing and transportation departments. The mills have the orders, at good prices, and questions as to the market, in the future, refer to a time so far ahead, and with so much to do meanwhile, that they have become relatively unimportant.

What the steel producer or the steel fabricator faces is a question of securing full production from his equipment, and of getting the product shipped to destination. There are serious problems with respect to various raw materials, coke, ferromanganese and other alloys and the various innumberable supplies which ordinarily take care of themselves, but at a time like this are each of signal importance.

The matter of labor is a very serious one, and one that promises to grow more serious as the year wears on. Relief that no serious labor shortage developed last year, as was feared, has lately given way to a realization that there is now a labor shortage. Production has not been seriously interfered with as yet, but at plants where there have been very short strikes, it has developed that all the men have not come back. Enough to make a noticeable difference found other jobs at once, in a surprisingly short space of time, and are staying in the other jobs. Immigration is practically shut off. The United States has accumulated a deficit in population up to date, with respect to the movement of people into and out of the country, of just about one million, as set forth in detail in these columns recently. The deficiency of course accumulates from month to month. The situation has been growing more important through the winter, and it is obvious that the advent of spring and the resumption of much outdoor work will make a very decided difference.

The problems of the steel maker would not be counted in full by referring only to raw materials and labor. Transportation has become a serious matter already, not merely of raw materials, but of finished product. Car shortages at steel mills are growing and there is no prospect of any great relief. There was reported a net surplus of 47,000 freight cars for the beginning of this month, but the steel industry sees none of that. The breaking up of the congestion in the east should release many cars, but on the other hand the weather thus far has not been nearly as bad as is to be expected, and some cold snaps may freeze up the transportation situation to a very serious extent any time in the next two months. With traffic requirements growing on all hands it is likely that transportation will be a very serious matter for the steel industry all year.

* * *

EXPECTS 40-CENT GASOLINE

From New York American

"Gasoline prices will continue to advance; it would not be surprising if first-grade gasoline was quoted at 40 cents per gallon within a short time." So Harry F. Sinclair, millionaire oil man, declared recently.

"There is really a scarcity of oil at this time," added Sinclair. "Unless new fields are opened within a year or so, there may be an oil famine. The output of all the old fields is decreasing gradually, while the demand for gasoline is increasing every day.

"The Oklahoma oil fields, which are the largest in the world, show an average daily decrease of 25,000 in comparison with the output of a year ago. A barrel of oil averages 42 gallons of oil, or 21 gallons of gasoline.

"This means that the average yearly decrease in gasoline production in Oklahoma alone is 1,916,250,000 gallons.

"Other fields have been affected the same way as Oklahoma, and probably the average decrease in the gasoline output from all the fields in the United States is close to 3,000,000,000 gallons yearly."

"Has the cost of production increased?" Sinclair was asked.

"Not appreciably," was the answer.

"Why, then, should the price be advanced?" Sinclair laughed and said:

"Oh, well, if you've got something to sell that everybody wants, you get the highest price you want for it, don't you? That's the way in the oil business."

* * *

STATISTICS OF COPPER PRODUCTION

From Engineering and Mining Journal

There is more or less talk about what was shown by the statistics of copper production in 1915, the changes in stocks from beginning to end of the year, etc. A good deal of misapprehension is arising from this, for the statistics are in no wise so complete as supposed and do not warrant the deductions that are being made.

In fact, the statistical reports made so far for 1915 include only a statement of the production of crude copper by the smelter of North America, a statement of the supply of crude copper available to American refiners and a statement (partly estimated and partly based on surmise) of the world's production of copper.

There was no statement of the production by American refiners and none of the stock on hand at refineries either at the beginning or the end of 1915. Anything purporting to be such data is not so, but was guesswork and probably far out of the way.

The world's production of copper in 1915 was given by the Journal as about 1,061,000 metric tons. That figure included guesses for Bolivia, Russia, Germany, Africa, Spain and Portugal, and the minor countries, these being credited with a total of 140,000 tons. However, that figure may be 7 or 8 per cent. too high or too low without affecting the grand total by more than 1 per cent.

For the present, therefore, the estimate of 1,061,000 metric tons of crude copper produced by smelters in 1915 is near enough. It is about 127,000 tons more than was produced in 1914, about 55,000 tons more than in 1913, and about 41,000 tons more than in 1912. However, the rate of production at the end of 1915 was doubtless much higher than the average for the year, which included three months of curtailed operation.

At the end of 1915 the electrolytic refining capacity of the United States was nominally 1,827,000,000 lbs. per annum, excluding the small capacity for refining Lake copper. Estimating an ability to use this to the extent of 95%, the monthly output of eletrolytic copper would be about 143,000,000 lbs. Reckoning a production of Lake copper of about 23,000,000 lbs. per month and of casting about 4,000,000, the total would be about 170,000,000 lbs., but that figure is probably a little too high. The highest monthly production of refined copper in the United States previous to 1915 was about 145,000,000 lbs.

As for the stock of copper at refineries, the quantity at the end of 1915 was probably less than at the beginning of the year. The behavior of the market during the last month has indicated that it was relatively small—too small to provide the market with the balance wheel that it ought to have.

* * *

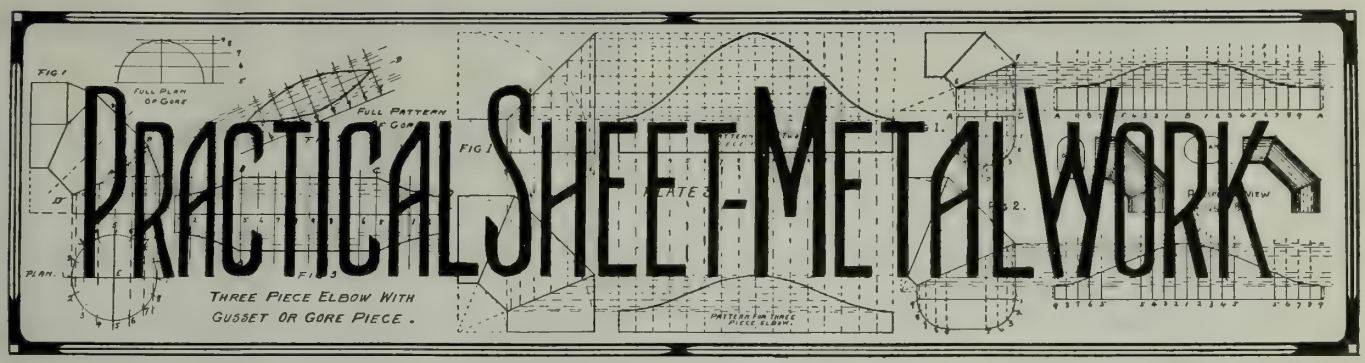
RAILROADS TO BLAME

From American Metal Market

The railroads are to blame for allowing the present blockade in the east to develop. For many years they have freely made use of the embargo insisting upon it as one of their rights to place embargoes, and forcing shippers to admit the propriety of the embargo when the railroad deems one necessary. There is no one to regulate these matters but the railroads. It certainly is nobody else's fault that the railroads have become tangled up. The consignees do the best they can, and shippers have nothing to do but ship goods if they have the goods and the orders. It is purely the business of the railroads. They have been placing their embargoes altogether too late. The stitch in time might possibly have righted matters entirely by now, yet the condition to-day is worse than ever.

The trouble, of course, was caused by the enormous export movement. Who suffers? Not the foreign buyers, who are receiving their goods as fast as the vessels engaged can carry them. In the steel industry the mills do not suffer particularly, for there is such a heavy demand that when steel cannot be shipped to one quarter there are other quarters anxious to have the extra material. The sufferers for whom there will be the most sympathy are the steel consumers of New England, who are deprived of their steel. They did not cause the export movement. It is none of their business, yet the export goods have been allowed to block the tracks and shut off their material.

It was the duty of the railroads to take as drastic measures as necessary. The railroads know from day to day where their cars are and how they are moving. We say "the railroads" but use the term only in the indefinite sense. The information is in railroad possession, but evidently six weeks ago it was not before the eyes of responsible men who could see and think. It could not have been co-ordinated and brought together before those who would have brains to judge and courage to act.



BY THOMAS STANFIELD

THE following is a continuation of the definitions and terms, which it is necessary to understand before entering upon the actual development of patterns.

Quadrilaterals

A quadrilateral is a plane figure bounded by four straight sides not necessarily the same length, nor need any of them be parallel to each other.

Trapezium

A trapezium is a four-sided figure, no two of which sides are necessarily the same length, though it is usual to restrict the term "trapezium," to a quadrilateral which has two of its sides parallel.

A Rhombus

A rhombus is a four-sided figure having all its sides equal in length, and its opposite sides parallel but its angles are not right angles.

A Square

A square is a four-sided figure which has all four sides equal in length and its angles all right angles.

A Parallelogram

A parallelogram is a four-sided figure having its opposite side parallel and consequently equal. This term is usually applied to a figure the length of which is greater than its breadth. If all it angles are right angles, the figure is then called a rectangle.

A Circle

A circle is a plane figure consisting of one line which is called the circumference and is such that all lines drawn form a certain point within the circle to the circumference are of equal length. This point is called the centre, and any line so drawn is called a radius of the circle.

A Diameter

The diameter of a circle is a straight line drawn through the centre of the circle and terminated both ways by the circumference.

A Semicircle

A diameter divides the circle into two equal parts, each of which is a semicircle.

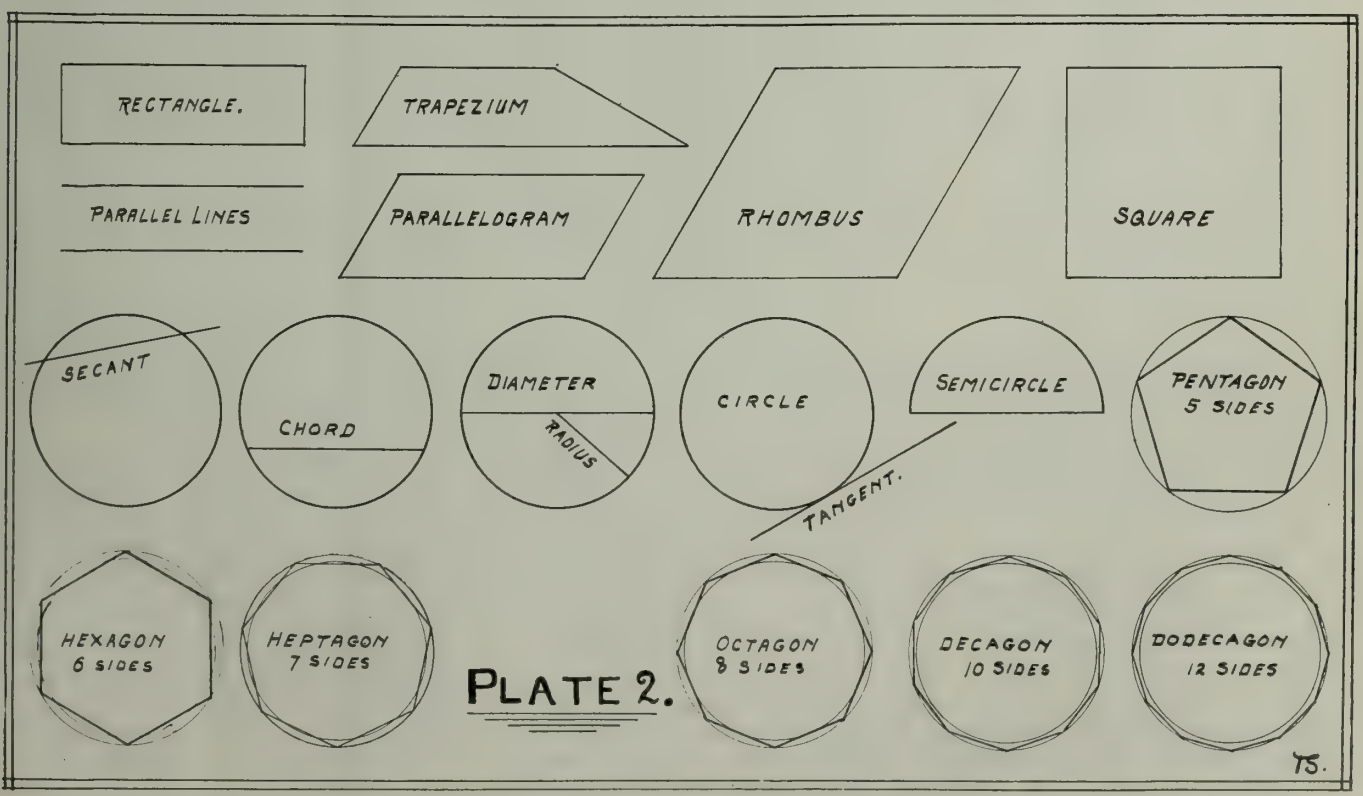
Note.—The words 'plane figure' are used in these articles to denote a figure which can be drawn on a plane or level surface.

A Polygon

A polygon is a many-angled (and consequently a many-sided) plane figure, bounded by straight lines, and is used particularly in referring to figures having more than four sides.

A pentagon is a plane figure having

(Continued on page 46.)



EVENTS IN THE TRADE

Catalogues Wanted

Harry Parsons, who is opening a hardware store in Orillia, Ont., in the near future, asks manufacturers of hardware and household hardware lines to forward catalogues with prices.

Fire Losses

Hamilton, Ont.—Fire badly gutted the premises of Kent, Garvin & Co., 18 Catherine street, north, dealers in builders' hardware and supplies, mantles, paints, etc. The rear portion of the store was practically destroyed. It is thought that the fire was due to spontaneous combustion, which occurred close to a number of oil cans.

Industrial Notes

Redcliff, Alta.—The Dominion Glass Co. will make an extension and install a plant for making lamp glasses.

Ottawa, Ont.—The Ottawa Brass Mfg. Co., are considering the erection of an addition to their factory.

Pembroke, Ont.—The Pembroke Iron Works have taken over the Lee Manufacturing Co., and will make stoves.

Hardwaremen Enlist at Owen Sound

Owen Sound, Ont.—The hardware merchants of Owen Sound will be well represented at the front. The following have enlisted with the 147th Battalion now recruiting in Owen Sound:—Colin McLean, of the Creeper & Griffin sales staff; Walter Puffer, of the T. I. Thompson sales staff; J. B. Morrison, of Christie Bros. Co. staff; Webster Butchart, of R. B. Butchart Bros. staff.

Winnipeg Notes

E. E. Lyday, general manager of The Maytag Co., Winnipeg, was a visitor in Minneapolis, the early part of this week.

H. S. Seaman, credit manager of Clare Bros. Western, Ltd., Winnipeg, spoke on "The Credit Men's Clearing House" before the Winnipeg Y.M.C.A. last week.

Business Changes

Liberty, Sask.—Smith & Duncan, hardware merchants, have dissolved partnership. H. F. Smith will continue the business.

Dunnville, Ont.—Haney & Pringle, dealers in stoves and tinware, has been dissolved. F. F. Haney will carry on the business.

Woodstock, Ont.—J. Y. Smiley, hardware dealer, Woodstock, Ont., has taken into partnership his son Lorne Carlyle Smiley. The new firm name is J. Y. Smiley & Son.

Personal

C. Worden, hardware merchant of Rouleau, Sask., is spending a month visiting friends and relatives in the East.

Alex. W. Fisher, of the Myers Hardware Co., Stratford, Ont., has been elected chairman of the Stratford Public School Board.

H. H. Vaughan, vice-president of the Montreal Ammunition Co., has been elected a director and a vice-president of the Dominion Bridge Co., Lachine, Que., to fill the vacancy caused by the retirement of C. B. Gordon from the Board.

The Hardwaremen's Honor Roll

Lieut. G. N. Phillips, hardware merchant, Cornwall, Ont., has enlisted for overseas service.

Archie Stethhem, manager Wells Hardware Co., Fort Frances, has been given a commission on the staff of 141st Battalion, with the rank of major. For some years Mr. Stethem was on the staff of Wells & Emmerson, Port Arthur.

Sergt. Charles Morrison, who prior to enlisting, was employed with the Marshell-Wells Hardware Co., Winnipeg, has been awarded the distinguished service medal.

The death occurred from wounds of Private Leslie G. Seely, who prior to enlisting was on the staff of T. McAvity & Sons, St. John, N.B.

New Firms

W. W. D. Young, who a few years ago conducted a hardware store in Selkirk, Man., but gave it up to take a position with the Government, is returning to Selkirk, and has built a new store near the site of his old one, which was destroyed by fire since he retired from it. Mr. Young will put in a full line of general hardware, paints, oils, glass, etc. He will also add a tin shop and metal working department.

Frank D. Lyman has taken over the railway and supply department of the business of John Millen & Sons, Montreal, as from January 1, 1916. Mr. Lyman has been manager of this department since its inception some nine years ago, and purposes conducting same on his own behalf along practically similar lines as heretofore. Meantime the new firm name will be Frank D. Lyman, but as soon as a Dominion charter has been granted, Lyman & Lyman, Ltd., will be the business title. The head office and warehouse will be located at 323 St. James Street, Montreal, while a branch will be established at 90 Adelaide Street, Toronto. Stocks will be carried at both addresses.

Presentation to Hardwareman

Halifax, N.S.—To receive the felicitations of his associates and to be presented by them with a silver-mounted cane was the happy experience of Alpin J. Grant recently. It was Mr. Grant's golden jubilee in the hardware business and representatives of all the hardware houses in the city were present to tender their regards and wish him many more years of successful life.

The meeting of the Halifax Hardware Association was held in the Board of Trade rooms and was presided over by Major Simmonds, Major Simmonds spoke most feelingly of the high regard in which Mr. Grant was held by his associates. The presentation was made by Gavin Stairs, of Stairs, Son & Morrow.

In replying, Mr. Grant spoke generally of the history of the hardware business during the past fifty years. He entered the hardware business in Pictou, 1866. In 1870 he came to Halifax and joined the staff of Fraser, Reynolds & Co., Upper Water street. Later he entered the employ of George E. Smith & Co., and finally went into business with his uncle, Alpin Grant.

The cane was a very fine one. The engraving on the silver handle was: "Alpin J. Grant, from the Halifax Hardware Association, 1866-1916."

New Incorporations

The Canadian Bronze Powder Works, Ltd., have been incorporated at Ottawa, with a capital of $500,000, to manufacture bronze powders and other materials at Montreal. Incorporators: R. E. Thorne, E. Coughlan, and T. B. Gould, all of Montreal.

The McCooe Rail Anchor Co. has been incorporated at Toronto, with a capital of $40,000, to manufacture mechanical devices of all kinds. Head office at Toronto, D. McCooe, and J. J. Beck, all of Toronto, Ont.

The Precision Tool & Machine Co., has been incorporated at Ottawa, with a capital of $50,000, to manufacture machinery of all kinds, particulary gauges, tools, arms and munitions, etc. The head office is at Montreal, and the incorporators are John J. Meagher, Henry N. Chauvin and James E. Conlin, all of Montreal.

The De Sales Mfg. Co., has been incorporated at Ottawa, with a capital of $10,000, to manufacture cloth, jute and cotton bags, etc. Head office is at Montreal, and the incorporators are Jacob Y. Fortier, A. Wilfred Muhlstock, and J. Charles Duhamel, all of Montreal.

The Algoma Rolling Stock Co. has been incorporated at Toronto, with a capital of $40,000, to manufacture locomotives, cars, rolling stock, etc. Head office at Toronto, Ont. Incorporators: T. Gibson, A. Taylor and J. Gibson, all of Toronto.

The Sable River Copper Co. has been incorporated at Toronto, with a capital of $100,000, to acquire and develop mineral lands and deposits. Head office at Toronto. Incorporators: J. M. Godfrey. T. N. Phelan, and J. E. Corcoran, all of Toronto.

The Garland Manufacturing Co. has been incorporated at Toronto, with a capital of $100,000, to manufacture all kinds of machinery and tools, etc. Head office at Hamilton, Ont. Incorporators: F. Smoke, J. Grayson Smith, and N. Sinclair, all of Toronto.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

WESTERN CANADA RETAILER REPLIES

Mr. Editor,—In your Dec. 25 number of Hardware and Metal, an article appeared on page 31 under heading of "Mail Order Houses Busy," it said in part: "What appears to be needed is more co-operation between the merchants and farmers, etc." Whoever wrote the article must be anything but conversant with the cause of the prosperity of the mail order house and the failure of retailers. Anybody with country business experience, knows that the farmer don't send his money away because he don't like the hardwareman or because he has no use for his wife, "NO SIR," he sends his money away because he pays less money for his goods (and who can blame him). If the wholesalers and manufacturers will supply goods to the retailer at the same price as the mail order house pays for them, I can guarantee that the farmer will buy at home and at better prices than by sending his money away. The trouble with the retailer is the buying, and not in the selling. The writer asks in the article, "What is the retailer doing about this?" He should ask, "What is the jobber doing about this?" Especially this last year when the price of raw materials was going up, they kept raising the prices on manufactured goods until the prices quoted in the catalogue houses were way below the jobbers' prices.

What is really needed is that the jobbers and manufacturers wake up to the fact that it would pay them better in the long run to spend some of their energies in trying to compete with catalogue houses, instead of spending it playing the markets.

A RETAILER.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal, of Jan. 25, 1896:—

"The members of the young and enthusiastic Iron and Hardware Association of St. John, N.B., held their annual dinner on Thursday evening last, and it was a most successful affair. W. H. Thorne was in the chair. The vice chair was occupied by Thomas McAvity, who had on his right Jospeh Henderson of Halifax, and Henry Moulden of Guelph, on his left. The others present were: A. T. Thorne, T. C. Lee, T. Bell, Geo. McDonald, John McAvity, Geo. McAvity, James H. McAvity, F. E. Caine, E. Perkins, R. B. Emerson, W. M. Jarvis, W. S. Fisher, Geo. Weldon, H. C. Coates, M. Kerr, M. E. Agar, R. Connors, J. Keefe, Geo. Ketchum, J. Macintyre, W. L. Hamm, L. Nase, W. O. Purdy, T. B. Robinson, J. C. Robertson, A. N. Rowan, J. J. Barry, H. A. Drury."

A number of those who attended the dinner, referred to in the foregoing, are still actively engaged in the hardware trade. Others have passed to their reward.

At the annual meeting of the association for 1916, held in St. John, N.B., during the early part of the present month, it was decided to forego the annual dinner and devote the amount of money which it would cost to the Canadian Patriotic Fund.

* * *

"At the meeting of the Board of Trade, Toronto, on Tuesday, Edward Gurney, was elected as 1st vice-president."

The above refers to Edward Gurney, president of the Gurney Foundry Co., Toronto. Mr. Gurney still takes an active interest in the business of the firm of which he is president.

HARDWARE LETTER BOX

The Joy Range

Lumsden Trading Co., Ltd., Lumsden, Sask.—Will you be good enough to let us know who manufactures the Joy range, and also if they have a Western representative?

The Canadian Ventilating and Heating Co., Ltd., of Owen Sound, Ont., are the manufacturers, and they are represented in Winnipeg by Christie Bros., 521 Henry Avenue.—Ed.

Manufacturers of Electric Heaters

T. A. Cowan, Brantford, Ont.—Will you kindly give us the names of makers of electric heaters?

Canadian General Electric Co., Ltd., Toronto, Ont.

Northern Electric Co., Ltd., Toronto, Ont.

National Electric Heating Co., Ltd., Toronto, Ont.

Hot Point Electric Heating Co., Toronto, Ont.

Hughes Electric Co., Toronto, Ont.

Canadian Westinghouse Co., Ltd., Hamilton, Ont.

Renfrew Electric Co., Renfrew, Ont.

The Moffat Stove Co., Weston, Ont.—Ed.

Metal Rings for Crown Sealers and Schram Tops

The Angell Hardware Store, New Denver, B.C.—Will you please let us know where we can get the metal rings for crown sealer jars and also the Schram tops?

Dominion Glass Co., Limited, Toronto, Ont.—Ed.

Makers of High Oven Ranges

Walter S. Fairweather, Sussex, N.B.—Can you inform me of stove manufacturers in Canada making the high oven range?

The only firm we know of at the present time is Clare Bros. Co., Ltd., of Preston, Ont.—Ed.

Burman's Power Clippers

J. E. Scriven, Tilbury, Ont.—Could you give us the name of the party who handles the Burman power clipper?

B. & S. H. Thompson & Co., Montreal, Que.—Ed.

What the Canada Paint Trade-Mark Means to You

IF You are THE Exclusive Canada Paint Agent in Your District---

the C. P. on each can means chemically pure and is your assurance that you are selling the best paint that can be made.

The C. P. this year is backed up by a co-operative selling service such as you never thought possible. This complete service is bound to bring you a good share of the paint business in your locality.

Look over your stock now and make sure that you have ordered the "full line." The demand is coming and you must be ready when the "first shot" is fired in the big consumer campaign.

The Canada Paint Co., Limited

560 WILLIAM STREET, ∴ MONTREAL

"Get Out and Get Under"

IF You are Not an Exclusive Canada Paint Agent

a letter of inquiry to our Sales Department will bring you a story full of pleasant surprises, that will prove a revelation to you as to the part played by a real selling service in moving goods from your shelves.

Our 1916 plan is the most comprehensive and far-reaching ever put in operation by a Canadian Paint Manufacturer. One or two suggestions will help you to realize its bigness.

Our Rural Consumer Campaign will reach practically every possible user of paint outside the small towns—not once but several times.

Our Small Town and City Consumer Campaign will be just as thorough and many of your own customers will be convinced of the economy of using Canada Paint.

If you are interested, ask us to give you the complete story. Time is short, so you must speak quick.

The Canada Paint Co., Limited

560 WILLIAM STREET, ∴ MONTREAL

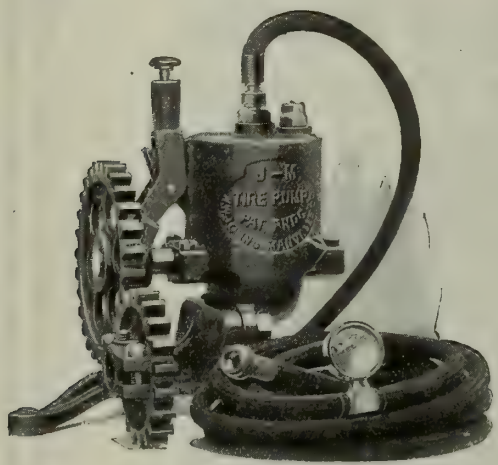
To-day is "the day" to "Get Out and Get Under"

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

J-M TIRE PUMP

The Canadian W. H. Johns-Manville Company, Toronto, Canada has placed an engine-driven tire pump on the market. The pump is described as a simple arrangement consisting of the engine, a line of tubing, a pressure gauge and the connecting gear to the engine. The pump operates by simply turning a lever. The pressure gauge indicates when sufficient air has been forced into the tire.



J-M Tire Pump

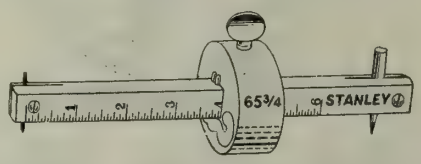
The makers claim that a tire 30 by 3½ inches may be inflated in less than a minute and that a tire 34 by 4 inches in 2½ minutes. The complete pump weighs 4½ pounds and has been called the J-M pump.

It is claimed by the makers that the pump will quickly pay for itself in tire repairs. They say that 90 per cent. of the tire troubles are caused by tires not being properly inflated, a point overcome by using the J-M pump.

* * *

STANLEY WOOD WORKING GAUGE

The Stanley Rule and Level Company, New Britain, Conn., U.S.A., is making a boxwood gauge the thumb screw of which is made of brass and the bar is protected by a brass shoe between the bar and the head. The head is oval in form and a brass plate is set in the face to prevent wear. In one end of the bar a tempered steel marking point is inserted. In the other end is a pencil. This is a new feature and the makers state will be found very convenient. Both marking point and pencil are held secure by screws and can be adjusted for length and readily removed for sharpening. The bar is 8¼ inches long and is



Stanley Wood Marking Gauge

graduated in 16ths of inches for 6 inches from the point.

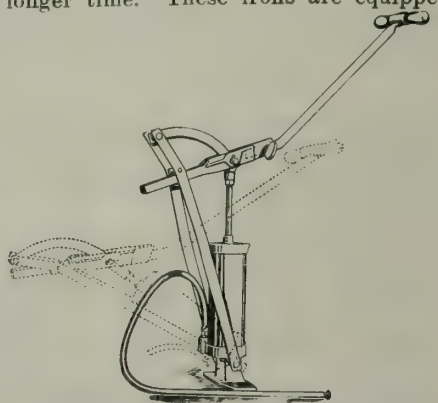
* * *

ASBESTOS LINED SAD IRONS

The W. H. Howell Company, Geneva, Ill., U.S.A., are manufacturers of an asbestos-lined sad iron, which they claim is very superior in many ways. The body is said to be a solid casting upon which is placed a cast iron cover fastened at both ends. Inside the cover is a layer of asbestos, which is claimed to keep the heat in the lower portion of the iron. The asbestos is said to leave an air space which insulates the upper part of the iron, thus, heating the iron, the

Howell Sad Irons

manufacturers claim, becomes much quicker and the iron retains the heat a longer time. These irons are equipped



Jenson Tire Pump

with Harper handles, which are said to be shaped to fit the hand. The frame is said to be one piece stamped from solid steel and the wood handle is said to be uniformly cool. The handle is removable in a similar way to the handles of ordinary sad irons.

The same firm is making the Jenson tire pump. This pump operates by a level system, and is claimed by the Howell Company to be so simple that a boy or woman can use it. They claim it to be very durable, will not leak and that it will inflate 90 pounds pressure with 75 per cent. less effort than the ordinary pump inflates 65 pounds pressure.

* * *

Hamr-Handl Screw Driver

HAMMER HANDLE SCREW DRIVER

The Crescent Tool Company, Jamestown, N. Y., U.S.A. has placed on the market a new screw driver and hammer combined. The handle of the screw driver acts as the head for the hammer and is held in position for either screw driver handle or hammer head by means of a strong spring.

This combination hammer and screw driver requires display, being an entirely new device. The Crescent Company has a very attractive card for counter or window display which will be sent to any hardware merchant upon request. The size of the display board is 13 by 10 inches and weighs 2½ pounds mounted with the tools.

An attractive 6 page circular has been issued by The Stanley Works, New Britain, Conn., describing the Stanley wrought steel set No. 1776-J1. for garage doors. The circular is suitable for counter distribution or may be enclosed with letters or invoices. A supply of the circulars will be sent to any dealer on request giving quantity desired.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

Business with hardware jobbers continues brisk, and retailers are still booking freely for spring delivery. The metal markets are still very firm. Steel mills are all busy and in some cases are turning down business. Many price changes have taken place during the week, nearly all in an upward direction. Among the lines which have advanced during the week are brass and bronze screws, galvanized iron pipe, picks, wringers, washing machines, brass wire, game traps, batteries, vises, auto tires, glaziers' points, churns, washboards, white lead in oil. The predicted advance in paint prices is due on March 1, details appear in the paint market reports. Further advances on many lines are predicted for the near future. The linseed oil market is unsettled.

MONTREAL

MONTREAL, Jan. 28th. — There have been no developments and no improvement in the situation regarding products and manufactures of iron and steel. Dealers state that mills are still refusing orders and that the shortage is becoming more acute as time passes without assurance of future supplies. However, there are certain evidences that the upward movement of prices may have worked itself out to some extent. The advances this week are not so important or so widespread as they have been recently and there are indications of a more normal buying spirit in the trade. This would appear to be the logical result of a heavy buying and booking movement on a rapidly advancing market. As dealers get their wants covered the demand becomes less active and even though there may be no improvement as regards the outlook for supplies price advances are not so frequent. This state of business becomes naturally accentuated by the discouragement to consumption offered by abnormally high prices and unsettled conditions.

Business continues very satisfactory and January will make a good showing. Indications are that with stock taking completed many retailers are sorting up for spring business and immediate as well as deferred deliveries are good. However, there seems to be an absence of the speculative spirit which was in evidence until recently as the result of the rising markets.

In the metals there has been more activity than for some weeks with higher prices for lead and spelter, copper strong and tin very firm, The outlook is for some further advances in this department. Brass products appear to be particularly strong with several important increases reported.

Advances during the week include: black sheets, wrought iron pipe (black and galvanized), toe calks, brass wire, brass and bronze screws, escutcheon pins, rope, batteries, vises, automobile tires, wringers, washers, churns, washboards, sash cord etc. There is a trifling decline in light tee and strap hinges and higher prices on game traps are expected by next week.

Tin is Very Firm.—Although there has been no general change in quotations on tin, the market is very strong and there are prospects of higher prices. The chief influence appears to be the American market, as usual, and New York shows an advance of 1¼ cents since last report. However, recently New York has in turn reflected the conditions at London. In connection with this market it is pointed out that insurance rates for the Suez route have recently declined 5 per cent. from the high point established, which is taken as a sign that there is an improvement regarding the submarine menace in the Mediterranean. Montreal quotation: 46½c- 47c—firm.

Spelter is Up.—Stronger outside markets, to which reference has been made in these reports, has resulted in a rise of 1c on the local quotations for spelter. New York shows an increase of slightly over ½c in two weeks. New York has been leading London on this last movement but the latter has recently begun to take notice and fall in line, with the result that, after a short quiet period following the advance, American dealers have again begun to make inquiries. Montreal quotation: 23c-23½c—steady.

Lead Again Advances. — On the strength of a further increase in the quotations of the American Trust there has been an advance of ¼c in the local lead market. New York is now quoting 20c above last report and the advance is generally maintained by independents and second hands; at some points in the Western States, however, the Trust basis is being slightly shaded. Producers take the stand that they have little lead to offer and that their production is practically sold out for some time to come; weather conditions are restricting production to some extent and the strength of the London market continues as an influence. Montreal quotation: 8¼c-8½—firm.

Copper is Very Strong.—No general changes have taken place in the local copper market but there has been added strength noted in the position of the metal. New York is quoting a full 2 cents above last writing which would indicate that there will shortly be an advance here. London is supplying the chief influence despite the efforts being made there to regulate prices. New York states that outside offerings of copper seem to have almost entirely disappeared; producers claim that they are short. Montreal quotations 27c-27½c—very strong.

Antimony is Firmer.—Situation in the local antimony market is unchanged with a firmer tendency, if anything, in evidence. Supplies for early delivery are somewhat scarce but sellers are showing an eagerness to meet buyers on January and February shipments from China and Japan at slight concessions in price. New York quotations are ½ cent higher than at last report. Montreal quotation: 45c—steady.

Aluminum, Zinc.—There is practically no change in the market as affecting aluminum and zinc. The former continues nominal at 68c with business in very narrow channels and zinc is 27½c in casks and half a cent higher for part casks.

Solder is Firm.—With tin in a stronger position the local quotations for solder are firm although generally unchanged. The Montreal prices: Commercial half-and-half 27c to 28c and strictly half-and-half 29c to 30c.

No Improvement in Steel.—Although wrought iron pipe is about the only important item in the list of products of iron and steel showing an advance this week, there are a number of adjustments throughout the higher manufactures. Dealers in metals state that they can see no improvement in the situation as yet and that there is nothing in sight but adjustment of prices to higher levels from time to time as stocks on hand move out. At the same time the steady rise in prices is likely to have its own effect as it goes along. Buying has been pretty heavy and when the trade generally becomes supplied the increases in price are likely to come more slowly, particularly in view of the fact that industrial dullness in many lines coupled with abnormally high prices will logi-

cally have its effect upon consumption. The American markets for iron and steel continue very strong, and advance of $2.00 a ton on wire being one of the most recent developments. Canadian dealers report that conditions in regard to orders show no improvement and the mills evidently would rather not consider offers. The situation in boiler tubes is particularly bad.

Black Sheets.—There have been still further adjustments in the situation in black sheets, the changes being in an upward direction. The basis of the market as set by dealers in metal products remains as at last writing but a number of whalesalers have made an increase of 25c to effect an adjustment to the level referred to. This is illustrated by the two following lists, one from a wholesale house and the other from a metal dealer:

10 gauge	$3 75	$3 50
12 gauge	3 75	3 60
14 gauge	3 75	3 35
16 gauge	3 50	3 40
18-20 gauge	3 50	3 55
22-24 gauge	3 60	3 65
26 gauge	3 70	3 70
28 gauge	3 80	3 80

Canada Plates.—Canada plates, bright and galvanized, and galvanized sheets are all firm on the recent advances. Predictions are being made that there will be further advances but there are indications that these will not be so rapid as they have been during the past few weeks. It is evidently being appreciated that the market is in a pretty high position. The minimum of $3.70 for ordinary Canada plates has been dropped.

Advance on Pipe.—There is a general advance in effect on black and galvanized wrought iron pipe. This is the result of new lists by the makers on the strength of advancing raw material. For black pipe, both buttweld and lapweld, the new prices are as forecast in the last two reports in these columns. For the galvanized, however, the increase is greater. Adjustments on the galvanized lapweld are not available at writing but they will be in proportion to those on the buttweld.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 46	$ 4 17
½ in.	3 06	4 80
¾ in.	3 57	5 92
1 in.	5 27	8 76
1¼ in.	7 13	11 85
1½ in.	8 53	14 16
2 in.	11 47	19 06
2½ in.	18 14	30 14
3 in.	23 72	39 41
3½ in.	28 52	47 38
4 in.	33 79	56 14

Boiler Tubes.—Boiler tubes are very firm on the higher prices announced last week. In fact dealers state that prices are practically what they might want to ask, although advantage is not being taken of the shortage to enchance values. Deliveries are being deferred eighteen to twenty weeks and there are prospects of a serious shortage if there is no improvement in this connection in the near future.

Toe Calks Higher. — An advance of about 20 per cent. on toe calks is an important development which indicates the effect of the advance in iron and steel on products of these metals.

Wire.—There are changes in the quotations for steel wire this week but the market is very firm and likely to go higher. A report from the United States to the effect that there has been an increase of $2.00 the ton in quotations in that market is an indication of the position of these products.

Brass wire has been again advanced, the increase being from 12½ to 15%.

Hinges Adjusted. — Still another change has taken place in the prices for tee and strap hinges. The heavy hinges do not appear to be affected but the light are now on the following net basis, which is slightly lower than before:

3 in., doz. prs.	$0.35	$0.35
4 in., doz. prs.	0 42	0 39
5 in., doz. prs.	0 50	0 41
6 in., doz. prs.	0 60	0 53
8 in., doz prs.	0 88	0 63
10 in., doz. prs.	1 23	0 84
12 in., doz. prs.	2 10	1 58
14 in., doz. prs.	....	1 93

The discounts on the set lists are 33 1-3 per cent. on the heavy tee and strap and 65 per cent. on the light tee and strap.

Brass Screws Higher.—In the upward movement of brass and the manufactures thereof brass and bronze screws have been materially affected. On flat head brass the discount is now 50 as against 67½ per cent.; **on round head brass the** change is from 60 to 47½ per cent; on flat head bronze the new is 45 and the old 57½ per cent. and on round head bronze the allowance is 42½ as against 52½ per cent.

Escutcheon Pins.—The rise in brass values is also responsible for a big drop in the discount allowed on escutcheon pins. This discount is now only 15 per cent., whereas it was formerly 40 per cent.

Advances on Rope.—Still another change has taken place in the rope market, pure Manila being advanced another cent. Difficulty in securing raw materials is given as the reason for the increase in prices. Local figures are now as follows:

	Per lb. base
Pure Manila	18½c
British Manila	15½c
African hemp	15½c
Sisal	12½c
Single lath yarn	12c
Double lath yarn	12½c

Game Traps.—Intimation has been received by local dealers that there will be an advance on game traps. Up to the present time the details as to the changes in Montreal quotations to the trade have not been announced.

Batteries. — Higher prices are being charged for dry batteries. One wholesale house quotes Black Cat batteries at 28½c, the former figure being 27½c.

Vises Going Higher.—Vises are one of the many lines being affected by the rising market for iron and steel. One local wholesale house has this week advanced its line about 10 per cent.

Automobile Tires.—A prominent rubber company makes the announcement of important advances on automobile tires. These changes which went into effect on the 18th of January are from 10 per cent. to 25 per cent. according to the size and classification of the tire.

Wringers, Washers, Churns.—New discounts have this week been established in the local market on wringers, churns and washing machines. On wringers the former discount of 20 per cent. has been changed to 15 per cent.; on washing machines the new discount is 20 per cent. as compared with 25 per cent. and on churns the new allowance is 35 per cent. as against 37½ per cent.

Wash Boards.—Higher prices are now in force on practically all lines of wash boards, the glass being an exception. The new quotations include the following:

Pony	$1.75-up	25c
Improved Globe	$3.85-up	70c
Jubilee	$4.25-up	60c

Sash Cord.—New prices are now in force with the local wholesalers on sash cord, as follows: Numbers 8 to 12 31c; number 7, 31½c and number 6, 32½c

Stoves.—With the winter season well advanced and the summer still far off there is a dullness in the stove trade. Unseasonably mild weather throughout January seems to have accentuated these conditions. However, dealers report that the season has been a fairly good one under the prevailing conditions.

Utensils.—A good business in kitchen utensils is reported with a particularly strong demand for enamelware.

Old Materials.—Quotations on practically all kinds of scrap metal continue very strong and the recent advances are well maintained. The only change this week is an advance of heavy lead from 5¾ to 6c.

Glaziers Points.—The rising cost of zinc and steel has been affecting glazier points. One wholesale house reports a recent advance from 13c to 16c per pound for the coated.

TORONTO

TORONTO, Ont., Jan. 27.—Conditions in the hardware market continue favorable, and business is fairly active. The mild weather has affected the demand for some goods, but, generally speaking, there is a good movement in staple lines. There is still some hand-to-mouth buying, but the prospect of higher prices for many hardware lines has stimulated business, and there is an increasing tendency to buy in larger quantities. In view of the advancing prices and the possibility of a shortage in many lines, jobbers are laying in heavier stocks in order to be in a position to meet the demand which is anticipated. Business prospects are good, and there is a more optimistic feeling in the trade, but at the same time there is a considerable uncertainty as to what may develop in the market owing to the steady advance in prices and expected shortage of some lines. There is no improvement in the iron and steel situation, and scarcity of raw materials is a matter of concern to manufacturers. Take one line alone, that of galvanized wire. This product is becoming very difficult to obtain, and there is every indication of a serious shortage in the near future. We understand that one large wire manufacturing concern in Canada has refused to quote prices for

the last six months of the year, which is an indication of how wire products will be affected.

Price Changes.—The market continues in an unsettled condition owing to the steady advance in prices, practically all lines being at one time or another affected. The advances are due entirely to increased cost of raw materials, and in many cases a scarcity helps to affect the situation. Price changes this week have been made in cotton wiping waste, wood screws, machine screws, oakum, Manila and African hemp ropes, lead sheets, boiler plates, wrought iron pipe, brass butts, clay picks and mattocks, machinists' tools, chilled shot, soldering coppers, castor oil, etc. Higher prices for many other lines are looked for, particularly wire nails, as wire rods are advancing and wire nails cannot be produced at their present price with rods at the level now prevailing. Higher prices for copper, tin and galvanized wares are also looked for, as all raw materials are advancing. The ingot metal market is strong, and particularly copper, which is expected to go still higher. The continued strength in the metal market will undoubtedly affect many lines of hardware.

Iron and Steel.—Conditions in the iron and steel market are unchanged. The mills are working at capacity, and are making every effort to take care of the demand. Deliveries, however, are getting behind, and higher prices are looked for in iron and steel bars, and also steel products in general. The abnormal conditions in the steel trade are directly affecting the hardware market. The scarcity of steel is causing serious inconvenience to manufacturers, while in addition the steady advance in prices is reflected in many lines of hardware.

The high-speed tool steel situation is unchanged, and prices still range around $3 per pound. The demand is not quite so heavy, but enough to keep the mills working to capacity. Shipments from the States are coming in slowly, and deliveries are very backward, owing to the heavy demand there. Some steel is coming through from England, but all exports are controlled by the British Government, and the requirements of British and French munition plants is taking up almost the entire production.

The steel market in the States continues very strong, and prices of bars, plates and shapes have advanced to $2 per 100 pounds. The Pennsylvania Railroad has removed the embargo on export shipments to New York under certain conditions, but the embargo to New England points is still on. Although the situation has been relieved, shipments to Eastern Canada are still affected. The mills are sold up for three or four months, and deliveries are getting more backward than ever. The demand for steel bars continues decidedly heavy, large contracts having been received for rounds for shells. The heavy demand for billets continues, but prices are unchanged. Wire rods have advanced $3, and are now being quoted at $45 per ton Pittsburgh.

Pig Iron.—The pig iron market is a little quieter, but the situation is unchanged. Lake Superior charcoal iron has advanced 50c, and is now quoted at $19.75 per ton Chicago. Hamilton and Victoria are unchanged.

NEW DISCOUNTS ON SCREWS

Further advances have taken place in the price of some lines of wood screws. Those affected by the latest advance are brass and bronze screws. The discounts now in effect at Montreal, Toronto, Hamilton and London are as follows:

Flat head, bright ....85% off list.
Oval head, bright .... 80% off lits.
Round head, bright ....80% off list.
Flat head, brass ....50% off list.
Oval head, brass ......47½% off list.
Round head, brass......47½% off list.
Flat head, bronze ......57½% off list.
Oval head, bronze ....42½% off list.
Round head, bronze ....42½% off list.
Terms 2% 30 days.

Old Material.—The embargo on shipments of wrought and steel scrap is still on, and will most probably remain in force. The Dominion Government has been asked by interests in the West to establish lower rates on cast iron scrap to the steel plants in the East. The market for this material has hitherto been in the States, but this has been shut off by an embargo. The present freight rate is practically equivalent to the cost of the scrap. The market is firm with higher prices for scrap zinc, lead, copper and composition. Heavy melting steel is weaker and has declined. Fair business is reported, the principal demand being for copper.

NEW PRICES ON PIPE

The following prices on iron pipe are now in affect at Toronto, London, Hamilton, and Montreal:

Standard Buttweld Pipe

Size, Inches	⅛	¼	⅜	½	¾	1	1¼	1½	2	2½	3	3½	4
Black	3.00	2.52	2.52	3.15	3.68	5.44	7.36	8.80	11.84	18.72	24.48	29.44	34.88
Galvanized	3.75	4.23	4.23	4.89	6.04	8.93	12.08	14.44	19.43	30.71	40.16	48.30	57.23

Standard Lapweld Pipe

Size, Ins	2	2½	3	3½	4	4½	5	6	7	8L	8	9	10L	10
Black . ..	13.32	19.31	25.25	30.36	35.97	45.72	53.28	69.12	92.82	97.50	112.30	134.60	124.80	160.70
Galv. . ..	20.91	31.30	40.93	49.22	58.32	71.76	83.62	108.50	146.40	153.80	177.10	212.20	196.80	253.40

Terms 2% 30 days.

Machine Tools.—Conditions in the machine tool market show little change. The demand for shell-making equipment has fallen off considerably, but some nice orders have been taken for smaller tools for making shell parts. For the next few months this end of the shell industry promises to be very active, as there is a good demand for shell parts, as the production of shell cases has got ahead of the capacity for completing their deliveries, for machine tool markets in the States are still backward, as the domestic demand there has improved considerably.

Metal Market.—The market is considerably stronger, and prices are higher for a number of metals, including copper, tin, spelter and lead. The higher prices are due to strength in the primary markets, the situation in London being the principal cause. Prices of copper, although higher, are really nominal owing to the difference between the price a buyer can be found at different tonnages. Tin is higher in London, the market being apparently influenced by the strong copper and lead market. A strong demand for spot and nearly spelter caused an advance in the market, which is firm. An advance of $4 a ton in lead at New York has been made by the "Trust," although outside lots have been disposed of at lower figures. Antimony and aluminum are both unchanged, while solder is firm at last week's prices.

Copper.—The market continues strong and higher. The enormous consumption of copper is absorbing the entire production, hence the position is a very strong one. The demand is unprecedented, and will most probably increase during the year; higher prices are, therefore, anticipated. The market at present is largely nominal, as the range of prices varies according to tonnage. Locally copper has advanced 1c, and is quoted at 27½c per pound.

Tin.—The market is strong in sympathy with the other markets and higher in London. The demand for tin is light, and the trade is apparently well supplied with spot and early delivery metal. Tin has advanced, and is being quoted locally at 48c per pound.

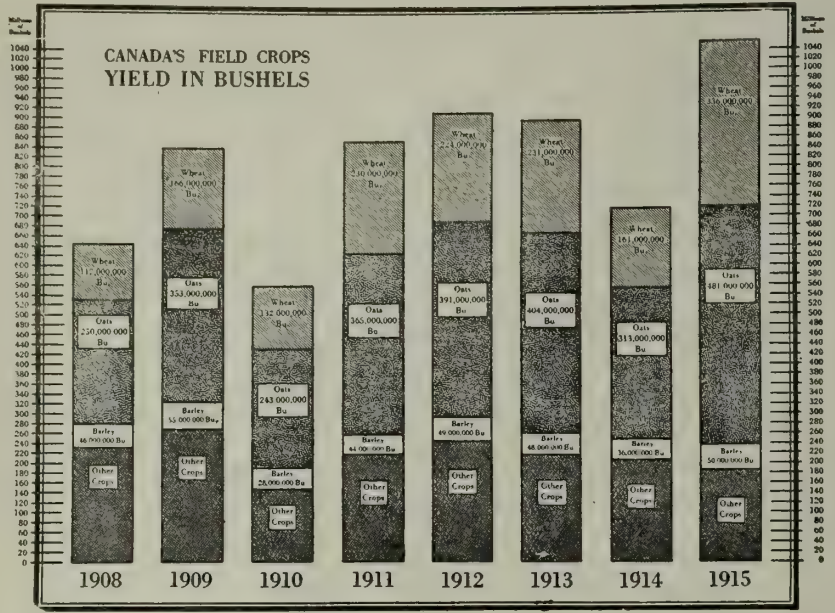
Spelter.—The market is strong and higher. There is a heavy demand for spelter, for all deliveries up to July, and a scarcity of spot metal. In the local market, spelter has advanced ½c, and is quoted at 22c per pound.

Lead.—The "Trust" have advanced lead $4 per ton, making the price 6.10c New York. The market is firm, but the outside market is a little below the "Trust" price. Lead is now quoted at 8c per pound, representing an advance of 1c.

Antimony.—The market is firm at unchanged prices for spot and early deliveries. The situation is unchanged and prices nominal at 40c per pound.

Aluminum.—The market is firm and the situation unchanged. Aluminum is quoted at 68c per pound.

Solders.—Prices are firm and unchanged, although the strength in the



With the tremendous grain yield, as shown by the 1915 *section of above chart, Canada is particularly well situated at present time. Chart is taken from Greenshields & Co.'s monthly review.*

tin market may affect solders. Prevailing prices are given in the current market quotations.

Boiler Plates Advance.—Prices of boiler plates have been climbing steadily for some time, and a new high level has been reached. This is due to the extraordinary situation in the steel market in the States, where prices have been advancing and steel getting scarcer, which has resulted in a very strong market for plates. Plates, ¼in. to ½ in., are now quoted at $3, heads at $3.20, and tank plates at $3.30 per 100 pounds.

Wrought Iron Pipe Up.—Higher prices for wrought iron pipe, predicted by Hardware and Metal, have been announced, the advance covering both black and galvanized pipe. Black pipe has advanced one point and galvanized pipe two points. The market has been very firm for some time, and prices recently advanced in the States due to the high cost of raw materials. The new schedule is given in the panel.

Wood Screws Advance.—The last change in prices of wood screws affected only bright screws. On January 22 manufacturers issued new discounts for brass and bronze wood screws, bright screws remaining at the old discount of 85 per cent. off list. The new discounts are given in the panel, and represent an advance of 33 1-3% for brass and 31¼% for bronze wood screws.

Machine Screws Higher.—On account of the increase in cost of raw materials, price of machine screws have had to be revised, and in some cases increased. The new discounts are as follows:—Flat and round head steel, 35 per cent.; fillister head steel, 25 per cent.; flat and round head brass, 12½ per cent.; and fillister head brass, 5 per cent.

Lead Sheets Higher.—The steady advance in the pig lead market has resulted in higher prices for lead sheets, which are now being quoted as follows:—Sheets, 3-lb., $10; 3½-lb., $9.75, and 4 to 6-lb., $9.75 per sq. ft.

Black Sheets.—The local market is very firm, due to steady advance in price and heavy demand for black sheets in the States. Deliveries are getting more backward than ever, and some mills are not anxious to book additional tonnages for first quarter delivery. Higher prices for black sheets in the near future are looked for.

Galvanized Sheets.—The market is very firm at the higher prices announced last week, but conditions in the trade are very unsettled. The increasing cost of steel, the scarcity of acid, high cost of labor, and advance in production costs generally, are diminishing the margin of profit on sheets for the manufacturers. Under prevailing conditions higher prices are very probable.

Wire Nails Firm.—The market continues very strong, and higher prices for wire nails are looked for in the near future. Wire rods are increasing in cost almost weekly, and with rods at the present level there is no profit in nails. Wire nails are unchanged at $3.05 base, and cut nails at $3 per keg.

Wire.—All products, composed wholly or partially of galvanized wire, are expected to advance. Galvanized wire is very difficult to procure, and there is a probability of a serious shortage in the near future. Prices have been withdrawn for some time, and makers have been only quoting on application. It is said that makers of galvanized wire are refusing to quote prices for the second half of this year.

Clay Picks Advance.—An advance of approximately 50c per dozen has been made in clay picks and mattocks. The change was foreshadowed in the last issue of Hardware and Metal.

Shot Higher.—The new price on chilled shot is $1.50 per 100 pounds, as against the old price of $1.25.

Rope Advances Again.—The strength of the rope is shown by another advance in Manila and African hemp ropes. Pure Manila has advanced 1½c, and is quoted at 18½, while British Manila and African hemp have advanced ½c, and both quoted at 15½c per pound, ⅝ in. basis and larger. Stocks of Manila in the hands of importers are very light. High freight rates and scarcity of tonnage are also factors in increasing the cost of Manila fibre. The same conditions are affecting the hemp market. Prices of sisal are unchanged this week, but the market is strong and ocean freight rates from Mexico are increasing. There has been no change made in lath yarns and other lines listed.

Brass Butts.—A new discount of 7½ per cent. off list has been issued for brass butts.

Plumbers' Supplies Higher.—Certain lines of plumbers' supplies have advanced 5% and include enameled bath tubs, urinals and wash basins.

Lead Pipe.—The market is very firm and prices unchanged, although there is a possibility of an advance if the present high level in the pig lead market is maintained. Lead pipe is quoted at 10½c, and waste pipe at 11½c per pound.

Kitchen Utensils.—There is no change in the situation, and it is generally expected that prices of copper, tin and galvanized wares will have to be advanced on account of steady advance in all raw materials. Iron, steel, copper, tin and spelter are at considerably higher levels since the last change in the prices of ware; cost of production has, therefore, gone up.

Jute Packing Weaker.—Conditions in market for these particular lines have caused a slight decline, and fine jute is now being quoted 10½c, and coarse sewer packing at 8½c per pound in coil lots.

Soldering Coppers Up.—Owing to the increased cost of copper, manufacturers of soldering coppers have raised their prices. Soldering coppers have advanced 2c per pound, and are now quoted at 37c per pound base.

Oakum Advances.—Higher prices for all lines of oakum, except plumbers' and English navy, have been announced, the advance being due to the increase in cost of raw material. The new prices which went into effect on January 24, range from ¼c to 1¼c higher, according to grade, and are as follows:—Best (American), 12c; U. S. Navy (American), 11¼c; new hemp (English), 8¾c; U. S. Navy (English), 7½c per pound. Navy (English) at 6c and plumbers' at 5c per pound are unchanged.

Waste Up Again.—The market continues very unsettled, and manufacturers of cotton waste have again advanced prices on account of the increase in cost and scarcity of raw material. The change affects all the white and two

lines of colored wiping waste only, prices of wool packing waste and washed cotton wipers and the other lines of colored wiping waste are unchanged. On the lines affected the prices are ¼c to 1¾c higher, according to grade. All prices are subject to change without notice, and another advance is looked for in the near future.

Castor Oil Shortage.—Castor oil is now practically unobtainable in case lots. This product is obtained from England, where the demand absorbs almost the entire production. Castor oil is quoted at 33c per pound, but prices are nominal.

LONDON

LONDON, Ont., Jan. 27, 1915.—Prices of many hardware lines are still mounting upwards, with prospects of still further advances. Business continues good, and retailers are buying freely, but carefully.

Following the advance reported in Hardware and Metal, Toronto and Montreal reports last week, Manila and African hemp rope have advanced in price. New discounts have been issued on washing machines, wringers and barrel churns.

Clay picks and pick mattocks have advanced. New prices are in effect on game traps. Brass and bronze screws have advanced in price. Black and galvanized iron pipe have again advanced.

Linseed oil has declined 6c per gallon.

The predicted advance on ready-mixed paints is scheduled to take place on March 1. Advances, ranging from 10c to 20c per gallon, will probably go into effect. White lead in oil has again advanced 25c per 100 lbs.

Fence Wire Higher.—An advance of 20c per 100 lbs. has taken place in galvanized fence wire, and the new prices are as follows:—Barb, $3.75 per 100 lbs.; No. 9 galvanized, $3.40 per 100 lbs.; No. 12 galvanized, $3.55 per 100 lbs.; No. 13 galvanized, $3.65 per 100 lbs.; No. 9 coil spring, $3.45 per 100 lbs. O and A wire remains unchanged at the following prices:—No. 10, $3.31 per 100 lbs.; No. 11, $3.37 per 100 lbs.; No. 12, $3.45 per 100 lbs.; No. 14, hay baling wire, $3.55 per 100 lbs.

Nails are Firm.—Wire nails are still quoted at $3.05 base. The market is firm, and in some quarters even higher prices are expected. Cut nails are quoted at $3.15 base.

Rope Goes Higher.—Pure Manila rope has advanced 1c per pound, and is now quoted at 18½c base. British Manila has advanced ½c per pound, and is quoted locally at 15½c per lb. base. African hemp has also advanced 1c per pound, and is quoted at 15½c per pound. Sisal remains at 12½c per pound. Cotton rope, 3-16 in. is quoted at 25c per lb.; ¼ in. and larger at 24c per lb.

Three and four-ply cotton twine are quoted at 29c and 32c per pound respectively.

Picks Advance.—A new price, representing an advance, has been issued on clay picks as follows:—5-6 lb., $4.05 doz.; 6-7 lb., $4.40 per doz.; 7-8 lb., $4.70 per doz. Pick mattocks are quoted at $5.35 per doz.

Screws Advance.—Brass and bronze screws have advanced in price, and the new discounts are shown in a panel elsewhere in the market reports. Bright screws have not been affected by the latest advance.

Pipe Again Advances.—Still another advance has taken place in the price of black and galvanized iron pipe. This advance has been predicted by Hardware and Metal for some time past. New prices are shown in the panel elsewhere in the market reports.

New Price on Game Traps.—New discounts have been issued on game traps as follows:—Victor, 67½ per cent.; Jump, 60-5 per cent.; Hawley & Norton, 55 per cent.; Newhouse, 35 per cent.

Wringers are Higher.—Clothes wringers are now quoted at 15 per cent. discount, instead of 20 per cent., as formerly. Washing machines are also higher, and are now quoted at 20 per cent. off list.

Barrel churns are quoted at 37½ per cent. off list.

Quotations on Other Lines.—Present quotations on a number of other lines are as follows:—Castor oil firm, at 25c per pound; poultry netting, 2-inch mesh, 30 per cent.; painted screen cloth, 100 ft. rolls, $1.70 per 100 sq. ft.; 50 ft. rolls, $1.75 per 100 sq. ft.; harvest tools, 40-12½ per cent. off list. Spades and shovels are quoted as follows:—1sts, 50-10 per cent.; 2nds, 50 per cent.; 4ths, 40 per cent. Malleable fittings are now quoted at 30-5 per cent. off list.

Linseed Oil Lower.—A sudden and sharp decline has taken place in linseed oil quotations. Quotations are 6c per gallon less than last week, and are now as follows:—Boiled oil, 1-2 bbls., $1.05 per gal.; 3 to 5 bbls., $1.05 per gal.; 6-9 bbls., $1 per gal. Raw linseed oil, 1-2 bbls., $1.06 per gal.; 3 to 5 bbls., $1.05 per gal.; 6-9 bbls., $1.03 per gal.

Turpentine remains unchanged at 87c per Imperial gallon in single barrel lots, and 86c per gallon in 2 to 4 bbl. lots. Five-gallon lots are quoted at 94c per Imperial gallon.

Paints to go Higher.—A general advance is scheduled to take place in ready-mixed paints on March 1. All orders at present prices must be accompanied by specifications.

The advances will range from 10c to 20c per gallon.

Plumbers' Supplies Higher.—An advance of 5 per cent. has taken place on enameled baths, urinals, wash basins, etc. All brass and copper goods are very firm. Lead pipe is also firm owing to the recent strength exhibited in the lead market.

White Lead Goes Higher.—White lead in oil has again advanced 25c per 100 lbs. Pure lead is now quoted at $10.95 per 100 lbs. in ton lots, and $11.25 per 100 lbs. in less than ton lots.

WINNIPEG

WINNIPEG, Jan. 28.—In looking over the first month's business for 1916, the jobbers seem to feel that a very satisfactory showing has been made, and everything is now in readiness for handling big business during the next two or three months. There is no doubt that retailers' stocks throughout the country must be very low, and for this reason jobbers expect that the volume of business will be correspondingly greater to make up for this condition. During the past year nearly every jobber has handled as many orders as they did formerly, but the quantities stipulated on the orders were comparatively small. There is one point jobbers would emphasize to the retailer, and that is the necessity of carrying a good stock at all times of staple articles. Jobbers are finding it increasingly difficult to get supplies from the manufacturers, and the only way the retailer can be reasonably sure of supplying his customers is to order his goods as far in advance of the actual demand as possible. This enables the jobbers to take care of orders at the proper time, and ship them complete.

Many Price Changes.—There have been a great number of price changes during the past week, and some lines have taken further advances over those noted last week, while others have been revised more than once within the last two or three days. It would seem very difficult to make any predictions as to what future prices will be. Following is given a memo of the lines affected.

Cordage Advances.—The long expected advance in the price on the various grades of rope is noted herewith, and these prices are not guaranteed for any length of time

Sisal rope	13½c per lb. base
British Man. rope	16½c base
African hemp rope	16½c base
Pure Man. rope	20c base

Revised prices have again been made on bar iron and the various grades of steel, which are noted herewith.

Bar iron	$3.25 per 100 lb. base
Band iron	3.50 "
Mild steel	3.50 "
Sleigh shoe steel	3.50 "
Tire steel	3.65 "
Spring steel	4.00 "
Common plow steel	5.50 "
Crucible plow steel	6.60 "
Angle iron	3.75 "
Machinery steel	4.50 "
Toe calk steel	4.50 base
Do., ¼ and 5-16	5.50 per 100 lbs.

White Lead Advances.—White lead has also taken an advance along with turpentine, and the following are prevailing prices for these items.

	In small lots 100 lbs.	Ton lots.
White Lead—		
Dec., pure	$11.60	$11.30
Elephant	11.90	11.60
Dec. Special	10.60	10.30
Linseed Oil—		Per gal.
Raw		$1.11
Boiled		1.14
(In smaller quantities add 5c per gal.)		
Turpentine		91c gal.
Turpentine, in small quantities		96c gal.

Copper Rivets and Burrs.—As might be expected new prices have been made on copper rivets and burrs, and also coppered iron rivets and burrs. It is

(Continued on page 46.)

WEEKLY PAINT DEPARTMENT

Sell Paint During Winter Months

How a Merchant Kept Up His Paint Sales During a Dull Season—Found That There was a Demand for Paint for Interiors of Factories —Effort Produces Results.

THERE are many lines of business in which the seasons and the weather play a very important part, and in which it is hard to do anything out of season, or with adverse weather to contend with.

The paint business is one that is affected to some extent by the seasons and weather changes.

During the winter months certain classes of painting, especially outside work cannot be undertaken. Some merchants regard the winter season as a quiet season in the paint trade, and on that account relax their selling efforts, with the result that sales of paint are made only to a comparatively few customers.

However, there are many hardware merchants who question the wisdom of allowing the paint department to lag during the winter months. True, the merchant cannot expect to do as much business in paints during the winter as he can during the spring and summer months, but it should be possible to make the paint department produce a good profit during the winter months.

In almost every community you will find at least one merchant who is doing a good volume of paint business during the cold weather season.

An authority writing in a contemporary a short time ago, told how a dealer has cunningly and with infinite pains so developed certain lines of business which come in their best volume during the winter months that he finds his store almost as busy when the snow is flying as when the mercury is ranging in the hectic nineties. The thing has not come about by any happen-so; this dealer has actually devoted thought and work to it, and he has got it down to a fine point. He doesn't mind telling about it, either, so that it is fair enough to pass the good word along.

Selling Paints the Year Round

As a matter of fact, after he once got the idea into his own head that he might as well sell paints and varnishes and finishes the year around, he found that to a large extent it was simply a matter of attitude; that when he kept up his selling work, and kept on trying to sell goods in his paint stock in spite of the calendar, customers assumed an attitude of responsiveness, and could thus be induced to buy as they needed, without thinking about the date, was the first valuable discovery that he made, although it did not surprise him as much as one might suppose, inasmuch as he had a sort of idea that this might be the case.

People Will Buy in Winter

Then, after proving to his own considerable satisfaction that people really would buy paint in the winter if they needed it, and were asked to do so, he proceeded to look around exhaustively, for the purpose of finding out just what lines might be sold to the best advantage during the months when outside work is impossible, and who would buy those lines. These two considerations, of course, went rather closely together, and he worked upon them together, with the result that in the course of a few seasons—not in fifteen minutes, or anything like that—he found out that certain lines of paints and finishes, especially the latter, could be disposed of in good sized lots right through the winter.

Selling to Factories

It is violating no confidence to state that one of the most profitable lines of this description was, and is, that consisting of goods used by large manufacturers in painting the interiors of their plants. The paint man discovered, in the course of his investigations, that many large concerns handle such work regularly, on a fairly considerable scale, and that they are in the habit of doing it at times when it will interfere least with the usual operations of the plant. This is good business, and the paint man realized it.

Therefore, he made it his business to find out about those plants in which late fall and winter, or any part of them, are likely to prove dull, and then went after their inside painting business, or, rather, the business of selling them the goods which they required for their inside painting. It was cheap paint, most of it, because big manufacturing plants do not usually decorate their concrete interiors with expensive finishes—it is unnecessary. But, at the same time, the orders came in good sized chunks, after they got started, and that was what this particular dealer wanted.

Similar to this line was that of paints for use on machinery. This went in much smaller quantities, of course, but it moved, especially to those manufacturers of the class referred to, who found a part of the winter season sufficiently open to give time and opportunity for painting work. And the dealer got this, regularly, for the simple reason that he was about the first man in his locality to make a real effort to land the business at the proper time. He went after it vigorously, because he thought well of his idea, which is one of the reasons men with ideas generally succeed—they dislike the idea of proving to themselves, not to mention others, that they were wrong.

These, and other lines which it is perhaps unnecessary to mention and describe in detail, comprised some of the larger business which the dealer landed for his winter work, but they were not by any means all of the business which he rounded up to keep him and his force busy during the months. He valued small orders as much for the winter season as for the summer, if not more so, and he made correspondingly active efforts to get them. Must it be added that he succeeded? At any rate, he did; more especially in view of the fact that he had a pretty good list of regular household customers, carefully cultivated and built up during all of the years he had been in business.

Yes, it can be done. There is undoubtedly something to work against when the paint man decides to have a year-round business. He can't keep things running during the winter with as little effort as can the grocer or the coal man, but he needs the money just as much as they do, which is at least one reason why he should make an effort to get it. The effort, if intelligently made and carried out and followed up, will produce results in nearly every case; and that puts it right up to every dealer who does not actually prefer the hibernation process.

THE BRISTLES CAN'T COME OUT

QUALITY

is always a pre-eminent feature in

"STEEL GRIP"

PAINT AND VARNISH **BRUSHES**

The favorable reputation which they bear is due largely to this, and the advantage of the "Bristle Tight" feature adds considerably to their popularity.

They are guaranteed—this relieves the dealer of responsibility. He knows that every "Steel Grip" customer is bound to get satisfaction—and is therefore a safe line for the dealer to recommend.

PRACTICAL PAINTERS PREFER BOECKH'S.

Write for prices, etc.

THE BOECKH BROS. COMPANY, LTD. -- TORONTO, CAN.

You'll Take and Hold The Lead—

in paint sales in your vicinity if you boost the Jamieson Line of Pure Prepared Paints

It sells well because it is easily applied, covers much surface, and is exceedingly durable. Users are always satisfied.

If we are not represented in your vicinity it will pay you to get our exclusive agency.

Write for full particulars.

R. C. JAMIESON & CO., Limited

Established 1858 MONTREAL

Owning and Operating P. D. DODS & CO., LIMITED

PRACTICAL SHEET METAL WORK

(Continued from page 33.)

five sides and consequently five angles. If all the sides are equal it is called a regular pentagon.

A hexagon is a plane figure consisting of six sides and six angles.

A heptagon is a plane figure consisting of seven sides and seven angles.

An octagon is a plane figure consisting of eight sides and eight angles.

A decagon is a plane figure consisting of ten sides and ten angles.

And a dodecagon is a polygon with twelve sides.

A Tangent

A tangent is a straight line which while touching the circumference of a circle, does not cut the circle, the point at which a tangent touches the circle is termed the point of tangency or contact.

A Chord

A chord is a straight line which joins the extreme points of an arc, or rather a straight line drawn across a circle which does not touch the centre of the circle and does not intersect it.

A Secant

A secant is a straight line very similar to that of a chord except that it cuts or intersects the circle at two points.

Plate 2 shows figures described in this article, which, if the student will draw by the use of simply a rule and pair of compasses, will be found of great benefit.

The next article will show how the various figures may be developed.

(Continued in next issue.)

WEEKLY PAINT MARKETS

(Continued from page 48.)

the final prices will be decided and based on conditions prevailing in the market at the time:—Ordinary colors, 10c; porch floor paint, 10c; inside floor paint, 10c; and flat wall paint, 10c; white paint, 15c per gal.

Higher prices for mixed paints have been predicted in Hardware and Metal for some time, as it was obvious that manufacturers would be obliged to take this step owing to the high cost of all raw materials. What the actual advance will be when the final decision is made depends upon the state of the market at that time, but present indications point to higher prices for raw materials than prevail at present.

White Lead Again Advances.—White lead advanced 50c per 100 lbs. last week, but owing to the unusual strength of the pig lead market, manufacturers have decided to make another advance of 25c, which is now in effect. Since the advance was made, the "Trust" have advanced pig lead from 5.90c to 6.10c New York. It will thus be concluded that the white lead market is very firm. Pure white lead is now quoted at $10.95 per 100 pounds in ton lots, with 30c per 100 lbs. advance for less than ton lots.

Glaziers' Points.—The high cost of zinc has caused a revision in prices of glaziers' points. Zinc-coated are now quoted at 16c per pound, and prices of pure zinc points have been withdrawn.

Gasoline.—The situation in the oil market is unchanged. There is a heavy demand for gasoline, which will increase in the spring. There is no improvement in the crude oil market, so indications point to higher prices for gasoline in the near future. Gasoline is quoted at 28½c, and benzine at 28c per gallon.

Glass.—The market is very firm, but the demand is light. The high cost of sheet glass leaves only a small margin of profit for jobbers, and a change in discounts is expected.

Putty.—The market is quiet, but prices are firm, as cost of raw materials is high. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

WEEKLY HARDWARE MARKETS

(Continued from page 43.)

more than likely that these prices will stand for some little time, but the uncertainty of the copper market makes this questionable.

	Per lb.
Copper Rivets—	
No. 3	52c
No. 10	56c
No. 12	60c
Copper Burrs—	
No. 8	62c
No. 10	66c
No. 12	70c
Copper Rivets and Burrs, Assorted—	
No. 8	58c
No. 10	62c
Coppered Rivets and Burrs—	
No. 8	21c
No. 10	22c
8 x ⅜	17c
8 x ½	16c
8 x ⅝	16c
8 x ¾	16c
8 x ⅞	16c
8 x 1	15c
8 x 1¼	15c
Coppered Burrs—	
No. 8	27c
No. 10	27c
No. 12	31c

New Bolt Discounts.—Revised prices for the West have gone into effect on the various lines of bolts, and to-day's discounts are given below.

Carriage bolts, ⅜ and smaller, 47½% off list.
Carriage bolts, 7-16 and larger, 32½% off list.
Machine bolts, ⅜ and smaller, 47½% off list.
Machine bolts, 7-16 and larger, 37½% off list.
Sleigh shoe bolts, ⅜ and smaller, 32½% off list.
Sleigh shoe bolts, ⅜ and smaller, 37½% off list.
Plow bolts, 37½% off list.
Coach screws, 52½% off list.
Tire bolts, 62½% off list.
Square nuts, net list. Case lots, 1c per lb. off.
Hexagon nuts, net list. Case lots, 1c per lb. off.

Other Price Changes.—Other lines which have undergone price revisions are noted herewith:

Tinners' rivets, black	50% off list
Tinners' rivets, tinned	50% off list
Carriage rivets	50% off list
Wagon box rivets	50% off list
Section rivets	50% off list
Black iron burrs, No. 3	50% off list
Black iron burrs, No. 6	50% off list
Pick mattocks	$5.25 doz.
Long cutter mattocks	5.25 doz.
Grub hoes, No. 1	4.00 doz.
Grub hoes, No. 2	4.25 doz.
Coppered Spring Wire—	Per 100 lbs.
No. 9	$5.65
No. 10	5.75
No. 12	5.90
Galvanized Wire—	
No. 8 ga.	$4.75
No. 10 ga.	4.85
No. 11 ga.	5.00
No. 13 ga.	4.50
No. 14	5.50
No. 15	6.00
No. 16	6.50
No. 18	7.00
Cut nails	$3.75 base
Galvanized poultry netting	40% off list

PRATT & LAMBERT SALESMEN'S MEETINGS

District sales meetings were held during the week of January 3rd-8th, at the New York, Chicago and Buffalo offices of Pratt & Lambert, Inc. On Tuesday, Jan. 4th, a meeting was held at the New York office, winding up with a banquet at the Vanderbilt Hotel, Tuesday night. On Wednesday and Thursday meetings were held at the Buffalo office, with a banquet at the Iroquois Hotel, Wednesday night. On Friday and Saturday meetings were held at the Chicago office, with a banquet at the Chicago Athletic Club.

New ideas for the sale of Pratt & Lambert Products were advanced to the men. New goods which Pratt & Lambert will put on the market were explained, and the selling plans to be followed were thoroughly discussed.

ON ADVERTISING

The advertiser is the man who is proud of his goods, wants people to meet them and can safely make particular statements about them. He is necessarily a man who believes that any healthy thing, his business included, must grow in order to exist, that to stand still is to decay, and that since the value of advertising has been recognized and utilized by his competitors he must also use that instrument if he would live.

PUBLIC AND HIGH PRICES

Merchants in all branches of business are not meeting with the same opposition to advancing prices as encountered some months ago. The general public is becoming educated to the fact that conditions under which the manufacturer, the wholesaler, and the retailer find themselves compels advance after advance, especially in hardware lines.

Twenty per cent., a third or even an advance of fifty per cent. over prices of a year ago are now taken as a matter of course. As one dealer said a few days ago it is easier to add fifty cents to a dollar saw than it was to add half a cent to a pound of nails.

Price cutting is not so keen now, the constant advances prohibit the slashing of prices.

BLUE BARRELS

Livingston Linseed Oil Brands are Always Guaranteed

"PURE, THAT'S SURE"

Insist on getting these Brands.

THE

Dominion Linseed Oil Co.

LIMITED

BADEN — TORONTO — MONTREAL

EVERY dollar put into varnish should be regarded as an investment both from the standpoint of the dealer and the consumer.

Good varnish pays as dividend a finish that satisfies completely and lasts indefinitely, while poor or unsuitable varnish pays no dividends but soon goes bankrupt and the finish has to be done over.

Berry Brothers' varnishes and enamels are dividend paying investments. Besides the regular profit, they will pay you a dividend in satisfied customers and repeat orders.

Write for our price list and dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE - ONTARIO

(232)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 25.—The long predicted advance in ready-mixed paints was announced this week. For months the upward movement of the chief ingredients which go into the manufacture of paint products has been such that there was no other course but to increase prices. Manufacturers would have liked to defer action until the present campaign had been completed, but the recent movement of oil and lead on top of previous high prices for these commodities as well as zinc and turpentine, not to mention colors, forced an immediate decision. However, the increase does not go into effect until the 1st of March, and this will give an opportunity to retailers who have not yet had an opportunity to place their spring orders to do so at the old level.

Generally speaking, the advance amounts to 10c a gallon on colors and 15c a gallon on whites. These do not nearly cover the increase in the cost of raw materials. This may be judged from the following comparison of prices at the outbreak of the war and at the present time:

	Start of war.	At present.
Linseed oil, raw	$0.60	$1.06
Linseed oil, boiled	0.63	1.09
Lead	8.20	10.80
Turpentine	0.67	0.84
Zinc	0.07	0.27½

White Lead Goes Higher.—A further advance on white lead of 25c brings the basis to $10.80 for ton lots, with 30c added for smaller orders. It was stated a week ago that such an increase in the price was warranted by the position of the markets for pig lead and oil. It might now be pointed out that even with this advance the market is very firm, and still higher prices are warranted by another increase of 20c in the quotation for pig by the American Trust; however, the upward movement of oil seems to have been checked for the time being, although the advances are being well maintained. The high cost of lead is one of the important factors in the read-mixed market.

Linseed Oil.—The upward movement of flax appears to have been checked for the time being at least, and the quotations for oil are firmly maintained at the level of last report. Demand is not heavy at such prices, and the tendency is to make advances as slowly as possible, with the hope of a reaction. Should flax continue at the present high level, and there have been few indications of a decline, the outlook is that still higher prices for oil will be charged. On the other hand, it may be taken that the crushers will be prompt in following any reactionary movement in order to encourage business. Some quotations of $1.03 and $1.06 for raw and boiled respectively are heard, but $1.06 and $1.09 represent the general basis for single barrel lots.

Gasoline and Benzine.—Recent advances on gasoline are being firmly maintained, and the basis for wood barrels is now 29c. The movement is not heavy at this season, but there are indications that orders placed on the present basis will forestall higher prices. The situation in the United States is that production is not keeping pace with consumption and unusually high prices are being looked for. Locally the prediction is made that quotations will advance another cent within a fortnight. The local market basis follows:

Gasoline, in barrels 28c
Gasoline, in drums 26½c
Gasoline, tank wagon 26c
Benzine 1c lower.

Turpentine.—There has been little change in the turpentine market, and the advances made last week are generally firmly maintained. Quotations indicate that the bulk of the business is being done on a single barrel basis of 84c, but there are some quotations of 82c still heard.

Glass.—Although the business being done in glass is comparatively small, the market is very strong. Owing to difficulty in securing certain raw materials in the form of chemicals required in the process of manufacture, American makers are advancing prices, and as Canada will be ruled by the American situation while the war lasts, higher prices in this market are being anticipated.

Oils.—The rise in prices for machine oils has been 1c to 2c. However, this has not applied to the majority of brands known in the trade, but rather represents the change in minimum quotations on heavy bulk business. Castor oil has risen materially, the present quotation being 28c.

TORONTO

TORONTO, Ont., Jan. 27.—The most interesting features in the paint market this week are the linseed oil situation, another advance in white lead in oil, and the proposed higher prices for ready-mixed paints. The oil situation is difficult to gauge correctly, but although the market was very firm until quite recently, the recession in prices by some grinders was not altogether unexpected. The advance in white lead, following on the higher prices announced last week, is the result of the unusual strength in the pig lead market. The proposed higher prices for mixed paints are tentative, and may be further increased on March 1. An advance in mixed paints has been expected for some time, as raw materials have increased in cost considerably. The advance will affect ordinary colors, porch floor inside floor, flat wall paints and sundries. The city trade is quiet, but spring bookings are satisfactory, some nice orders having been taken. Collections have improved.

Linseed Oil.—The market is weaker but the prices generally being quoted locally are unchanged. Oil has however, been offered at considerably lower prices probably with a view of stimulating business which has created an interesting situation. The price of flax seed is a few points lower in Winnipeg but not sufficient to affect the price of oil to any great extent. It is reported that some seed has been released from the elevators which was no doubt purchased some time ago when seed was considerably cheaper. This may have the effect of depressing prices temporarily but it is believed in some quarters that the position of linseed oil is a strong one and that any recession in prices will be followed by a reaction to higher level. The possibility of importing Argentine seed is largely discounted by the scarcity of tonnage and high freight rates. The following prices for linseed oil are generally being quoted in Toronto but two firms are quoting oil 9 cents under those figures.

	Raw.	Boiled.
1 to 2 barrels	$1.09	$1.12 per gal.
3 to 5 barrels	1.08	1.11 per gal.
6 to 9 barrels	1.06	1.09 per gal.

Turpentine.—The market is stationary, and there is no change in the situation. The demand is light in the South, and quotations at Savannah are unchanged. Stocks of turpentine are light locally, and there is very little demand. Resins are firmer, ordinary quality having advanced 20c per barrel. The following prices are being quoted in Toronto:—1-barrel lots, 87c; 2 to 4-barrel lots, 86c; 5 gal. lots, 95c per Imperial gal.

Mixed Paints to Advance.—Manufacturers of ready-mixed paints have decided to revise prices, but the new schedule will not likely go into effect until March 1st. All orders booked before that date must be accompanied by complete specifications. The following advances are tentative, and are subject to further revision on that date, when

(Continued on page 46.)

A VERY MUCH ADVERTISED ARTICLE

There are thousands upon thousands of artistic and appealing advertising "Silent Salesmen" preparing your selling field and backing up every effort when you are handling

B-H "ENGLISH" PAINT

PAINTED PUBLICITY AND POSTERS

Field Signs
Painted Walls
Railway Bulletins
Posters (24 sheet)

NEWSPAPER ADVERTISING

Striking series of new ads.
Electros and space both furnished at our expense

STORE DISPLAY

Over a dozen designs of rich Lithograph and other Signs, Price Cards and Counter Books.

DIRECT MAIL ADVERTISING

Booklets,
Personal Letters,
Folders, Color Cards,
Advertising to painters and houseowners.

ADVERTISING NOVELTIES

Unique and original ideas, attractive and trade compelling.
Especially designed for B-H "ENGLISH" PAINT.

Full particulars about all of the above upon further enquiry.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb.....65 68
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot. 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $11.15, Montreal, $10.90; net extras, as follows, subject to cash discount only; Chilled, $1.50 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London. St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE Montreal Toronto

Single bbls., gal... 0 28 0 28
Drums, gal. 0 25½ 0 26

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 57½%.
Carriage Bolts ($1), list, 7-16 in., 42½%.
Machine Bolts, ⅜ in. dia. and smaller, 57½%.
Machine Bolts, 7-16 in. dia. and larger, 47½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 47½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 42½%.
Coach and Lag Screws, 65%.
Skein Bolts, 60%.
Square Head Blank Bolts, 50%.
Bolt Ends, 47½%.
Plow Bolts, 47½%.
Elevator Bolts, 47½%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3c off list.
Nuts, hexagon, 3¼c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75 and 10%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 75
Crown 2 05
Dandy 3 15
Improved Globe 3 85
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 4 25
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

BUTTS.

No. 804 and 840, 65%; No. 800 and 838, 60%; No. 802, 55%; No. 808, 55 and 5%; No. 810 and 814, 45 and 5%.

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 10%. Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins. doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr... 0 80 ....
Carpenter, red, gr.... 0 80 ...

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $7.35; 5-16, $5.95; ⅜, $5.15; 7-16, $4.95; ½, $4.75; 9-16, $4.75; ⅝, $4.60; ¾, $4.50; ⅞, $4.35; 1, $4.20.

Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in..... 35 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 36 75 29 50
Copper sheet, tinned, 14x60, 14 oz. 43 50 35 00
Copper sheet, planished, 14x60 base. 47 00 38 00
Braziers' in sheets, 6x4 base 35 00 29 50

CORD (SASH)

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.... 5 50

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 4 00
All bright, 52 sheets 5 25

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.50; 200 lbs., $9.25.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

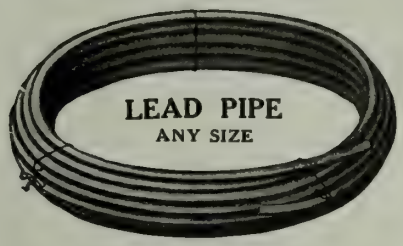
CLOCKS, ALARM

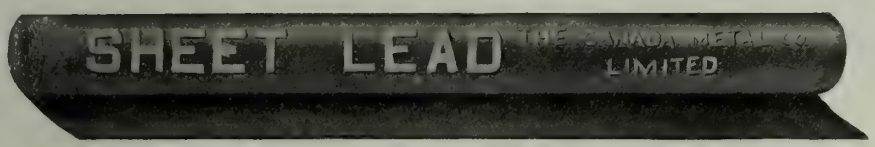
Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWWBARS 3¼ to 3½c per lb.

DRILLS

Bit Stock Drills, 65, 5%.
Wood Drills, 30%.
Straight Shank Drills. 62½%.





We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

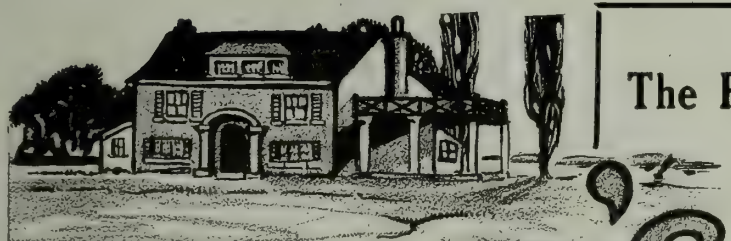
AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



Moore's House Colors

The Paints that give big service

When you sell

Moore's House Colors

you give your customers an overflowing measure of quality at a very reasonable price—you make sure of giving a value that is essential to produce a good re-order business.

Our exclusive agency is very popular—write for full details.

Benjamin Moore & Co., Ltd.

WEST TORONTO, CANADA

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney & Foot, Arcade ..	72½
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	72½

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 35½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 65 and 5%; plugs, 65 and 5%.

London discounts: Malleable, 35%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Hollow and pressed steel.. 0 75

Solid 1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 29

Drums 0 26½

Tank wagon 0 26

Toronto.

Any quantity, in bbls...... 28½

Drums, 40-gal., per gal.... 25½

Tank wagon 25

Present Price:

14 and larger 4 90

12 and smaller 5 50

Another advance expected.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15

Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt. 6 85

Masons, 5 lbs. and over, per cwt. 8 10

Napping, up to 2 lbs..... 0 10½

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82

Axe, No. 1 hickory, doz..... 2 04

Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.) $3 25

Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs......	$1 27	$1 07
5 in., doz. prs......	1 53	1 23
6 in., doz. prs......	1 67	1 27
8 in., doz. prs......	2 27	1 70
10 in., doz. prs......	4 00	2 80
12 in., doz. prs......	4 97	4 60
14 in., doz. prs......	5 67	4 93

London price figured net at 33 1-3%.

Light.		
3 in., doz. prs......	0 35	0 35
4 in., doz. prs......	0 42	0 39
5 in., doz. prs......	0 50	0 41
6 in., doz. prs......	0 60	0 53
8 in., doz. prs......	0 88	0 63
10 in., doz. prs......	1 23	0 84
12 in., doz. prs......	2 10	1 58
14 in., doz. prs......	.....	1 93

Heavy tee and strap discount, 33 1-3%.

Light tee and strap discount, 65%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs... 5 50

Over r14 in., per 100 lbs.... 4 90

Larger 4 60

Extra hooks for above, ⅝ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40

Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes. feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11

Corrugated, ¾ in., ft...... 0 14½

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 45	2 60
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	2 85
Norway iron	5 85	5 20
Mild steel	2 80	3 00
Band steel	2 80	2 85
Sleigh shoe steel...	2 80	2 60
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	2 95
Toe calk steel	3 70	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17¼
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06

⅝ to 11-16 .... 0 05¾

¾ to 1 7-16 .... 0 05¼

2 to 3 .... 0 05

Montreal, 25%; Toronto, 20%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $11 00

72x30, 26 gauge, case lots.. 11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85

Mrs. Potts, No. 50, nickel-plated, per set 0 90

Mrs. Potts, handles, japanned, per gross 8 40

Sad irons, common, plain... 5 00

Sad irons, common, plated.. 5 50

Princess Electric, each 2 75

Ideal Electric, each 2 85

Gasoline Sad Irons, each.... 3 50

Ideal Gasoline, each 3 15

Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Mechanic	25c ft.
Hercules	23c ft.
Decorator ....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64

16 ft., each 1 76

14 ft., each 1 54

12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96

20 ft., each 2 40

8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz......	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby...	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11

24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15

24-gauge, galv. metal lath.. 0 19

23-gauge, galv. metal lath.. 0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft..	10 00	10 00
Sheets, 3½ lbs. sq. ft	9 90	9 75
Sheets, 4 to 6 lbs. sq. ft.	9 75	9 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.

Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
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GOLD MEDAL
Atlanta, 1895

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JOHN APPLETON, Editor

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MALLETS — Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED — Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails. Toronto, $3.05 base; Montreal, $3.10 base; London, $3.05 base; Collingwood and Owen Sound, $3.10 base.

Cut nails — Montreal, $2.90; Toronto, $3; London, $3.15.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING — Per rod

Invincible, 1640	0 56
Invincible, 1848	0 61
Invincible, 2060	0 67

Put up in 10, 20 and 30-rod rolls

OAKUM — Per 100 lbs.

Best (American)	12 00
U.S. Navy (American)	11 25
New hemp (English)	8 75
U.S. Navy (English)	7 50
Navy (English)	6 00
Plumbers (spun)	5 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 28	0 33
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 11¾c lb.
Brass, light, 9¾c lb.
Zinc, heavy, 13½c lb.
Copper, heavy, 18½c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 13c lb.
Compos. turnings, No. 1, 11¾c lb

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots	
Fine jute, lb.	0 10½
Coarse, sewer, lb.	0 08½

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Plain fibre, No. 2	·30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 75
Asbestos Bldg.	3 25
Tarred felt	2 45
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz.	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 40	$ 3 81
½ in.	2 98	4 63
¾ in.	3 45	5 69
1 in.	5 10	8 42
1¼ in.	6 90	11 59
1½ in.	8 25	13 61
2 in.	11 10	18 32
2½ in.	17 55	28 96
3 in.	22 95	38 87
3½ in.	27 60	45 54
4 in.	32 70	53 96
Lapweld.		
2 in.	$ 12 58	$ 19 80
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 05
4½ in.	41 91	66 68
5 in.	48 84	77 70
6 in.	63 36	100 80
7 in.	85 68	136 90
8 in.x25 lbs. per ft.	90 00	143 80
8 in.x28 lbs. per ft.	103 70	165 60
9 in.	124 20	198 40
10 in.x32 lbs. per ft.	115 20	184 00
10 in.x40 lbs. per ft.	148 30	236 90

Prices under revision.

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off. 7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 40
3 inch, in 10-ft. lengths	5 34
4 inch, in 10-ft. lengths	7 04
5 inch, in 10-ft. lengths	9 63
6 inch, in 10-ft. lengths	11 72

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 95	3 00
Heads, per 100 lbs.	3 20	3 20
Tank plates, 3-16 inch	3 20	3 20

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH — Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 60%.

Copper rivets, usual proportion of burrs, net; burrs, add 20%.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING — Per roll

Tarred felt (7-10-16 oz.)		2 45
2 ply R.R.		0 85
3 ply R.R.		1 10
2 ply R.R., complete in roll		1 35
3 ply R.R., complete in roll		1 50
Carpet felt	2 75	3 00
Samson, 1-ply, roll		1 45
Samson, 2-ply, roll		1 90
Samson, 3-ply, roll		2 30
Ready 2-ply, Shield, per roll		0 85
Ready 3-ply, Shield, per roll		1 10
Compo Certainteed, 1 ply		1 40
Compo certainteed, 2 ply		1 75
Compo certainteed, 3 ply		2 10
Liquid roofing cement, per gal., in barrels ...⅛...⅛.		0 17
Roofing caps, per lb.		0 04¼
Roofing nails, per lb.		0 05

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE — lb.

Pure Manila basis	18½
British Manila basis	15½
African hemp basis	15½
Sisal basis	12½
Single lath yarn basis	12
Double lath yarn	12½
Hemp, deep sea line basis	29
Hemp, tarred ratline basis	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	13½
Italian rope basis	29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 24

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance	45 p.c.
Champion Union	50 p.c
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale	50 p.c
Dominion Platform Scales	45 p.c

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) — Doz.

D Handle	$ 3 70
L Handle	3 70

SCRAPERS. — Doz.

Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron, 35%; flat and round head, brass, 12½%; Fillister head, iron, 25%; Fillister head, brass, 54c.

SCREWS

Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.

	Per cent		
Wood, F. H., brass	0 50		
Wood, R. H., brass	47½		
Wood, F. H., bronze	45		
Wood, R. H., bronze	42½		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	9 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	3 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 50	3 60
12 gauge	3 60	3 70
14 gauge	3 35	3 45
16 gauge	3 40	3 50
18-20 gauge	3 55	3 50
22-24 gauge	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	12 50
20 gauge, per square	9 75
22 gauge, per square	8 50
24 gauge, per square	7 15
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 50
16-20	6 40	6 15	....
18-20	....	....	5 70
22	....	....	5 95
22-24	6 50	6 30	....
24	....	....	6 50
26	6 75	6 45	6 75
28	7 00	6 75	7 00

"Premier" galvanized sheets — 10¾ oz., $6.75; U.S. No. 28, $6.50; U.S. No. 26, $6.25; 22 and 24 gauge, $6; 18 and 20-gauge, $5.80; 16-gauge, $5.20; 14-gauge, $5.40.

Colborne Crown — 16-20 gauge $5.80; 22-24 gauge, $6; 26 gauge, $6.25; 28 gauge, $6.50.

Apollo Brand.	Montreal	Toronto
14 gauge	5 40	5 40
16 gauge	5 40	5 40
18-20 gauge	5 60	5 60
22-24 gauge	5 70	5 70
26 gauge	5 80	5 70
28 gauge	6 30	6 20
10¾ ozs.	6 60	6 50

Add 25c for less than case lots

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**
Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.
If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.
Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta

THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

A class of brush that gets the best class of painters

MEAKINS BRUSHES ARE THE CHOICE OF THE WIDE-EXPERIENCED PAINTERS BECAUSE THERE ARE NO FALLING BRISTLES TO ANNOY AND DELAY, AND THERE IS JUST THE RIGHT AMOUNT OF FLEXIBILITY TO MAKE THEM EASILY MANIPULATED.

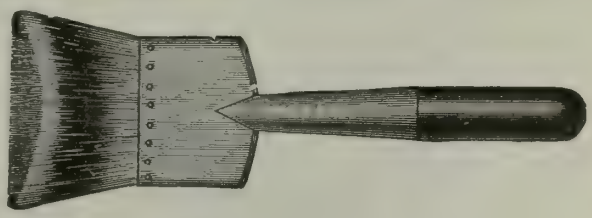
Their service is your guarantee of satisfied customers and re-orders.

Send for our catalogue — and then order from your jobber.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal.



TRADE MARK KEYSTONE BRAND REGISTERED

GREEN CORN SCARCE

We foresaw the shortage of choice green corn and bought heavily early in the season. That is why we will maintain our high standard of quality for

THE "NUGGET" BROOM

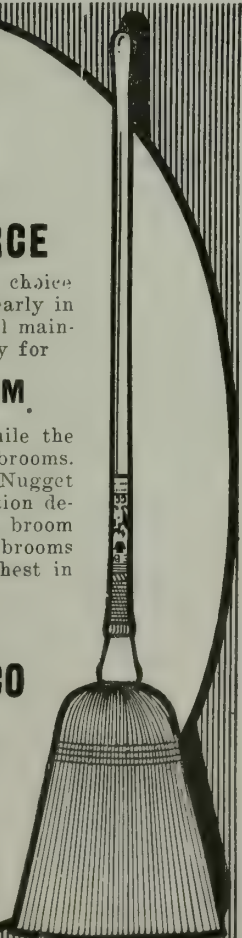
throughout the coming year, while the market will be full of "red" brooms. If you have never before sold Nugget brooms, let the green corn situation decide in their favor. The easiest broom of all to sell, because Nugget brooms are light in weight and the highest in quality.

For prices, etc., write

STEVENS-HEPNER CO
LIMITED

PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS
Cast iron, 16x24, $1.10; 18x30, $1 50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 37 cents.

SOLDER, WIPING.
Acme 0 22½
Commercial 0 23
Easy 0 22½
Star Extra 0 24
Strictly standard wiping.. 0 24¼

SPELTER
See weekly report.

STAPLES Per cwt

	Montreal and London	Toronto
Fence staples, galv., in kegs	4 20	4 05
Fence staples, galv., 25 lb. boxes	4 45	4 30
Fence staples, bright, in kegs ..	3 35	3 20
Fence staples, bright, in 25-lb. boxes	3 60	3 45
Poultry netting staples, 10-lb. boxes	6 85	
Poultry netting staples, 25-lb. boxes	6 45	
Poultry netting staples, 100-lb. boxes	6 05	
Solid, 3 to 30 lbs., per cwt..	1 60	

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Undv. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights: Swedes; Swedes upholsterers' bulk: Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned: zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount 80 and 20%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount 80 and 20%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount 80 and 20%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$3.80
10 in.	4.24
12 in.	5.01
15 in.	6.88
18 in.	8.80

12 cents extra for round head.

TRACK
B.T. Double Angle ....11c ft
B.T. Double T. ....10c ft

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10¼
500 ft., per lb. 0 08¾
500 ft., per lb. 0 09¼
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over

Wrapping Cotton 5-lb.

	Montreal	Toronto
5-ply and up......		0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.
100 ft., 1¾ in. 11 55
100 ft., 2 in. 11 00
100 ft., 2¼ in. 12 10
100 ft., 2½ in. 14 15
100 ft., 3 in. 14 60
100 ft., 3½ in. 18 00
100 ft., 4 in. 23 00

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... [illegible]
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 8 68
No. 1, doz. .... 8 [illegible]
No. 2, doz. 9 72
No. 3, doz. 11 00

Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
full box, 42½%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. ...13 00

WIRE. Copper wire, 25%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Montreal: No. 9, $3.90; No. 10 $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.
Annealed Cut Hay Baling Wire No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.20; No. 14, $3.25; No. 15, $3.35; No. 14, $3.40 London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.15 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls $1.70 per 100 sq. ft.; in 50-ft rolls, $1.75 per 100 sq. ft
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt

	Toronto	Montreal
Barb		4 50
No. 9, coil spring.		4 05
No. 9, plain galv..		4 00
No. 12, plain galv.		4 15
No. 13, plain galv.		4 25
O. & A., No. 10....	3 31	3 31
O. & A., No. 11....	3 37	3 37
O. & A., No. 12....	3 40	3 40

F.o.b. London: Barb, $3.55; No. 9, gal., $3.20; No. 12, gal., $3.35; No. 13, gal., $3.45; No. 9, coil spring, $3.25.

WIRE ROPE
Galvanized, 1st grade, 6 strands 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 50
No. 13 .... 3 60
No. 13½ 3 65
No. 14 .... 3 75
No. 15 .... 3 95

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in 56 25
Less 15 per cent.

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—MOP.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 27½
Part cask	0 28	0 28

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite-Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

HENRY F. SEYMOUR SHEARS, NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

COLLINS' STURDY SPRAYER

Latest and best compressed air sprayer. Used for spraying fruits and vegetables, for whitewashing, for cleaning autos and buggies, and as a fire extinguisher. Book your orders now for spring delivery.

THE COLLINS MFG. CO.
413-415 Symington Ave., Toronto.

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HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto

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Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

THE KYLE MALLEABLE CASTINGS CO.

MERRICKVILLE, ONT.

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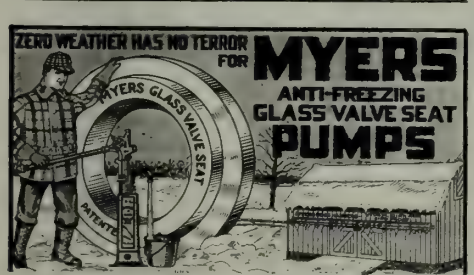

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HAY TOOLS—DOOR HANGERS
CATALOG SENT ON REQUEST
F. E. MYERS & BROTHER
ASHLAND OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary, and Branches
LEWIS BROS., LIMITED Montreal

The Aylmer Superior Lever Lift Pump

fitted for hand use. Has close revolving top and handle bearer, full six-inch stroke, wood handle, and is easy working.

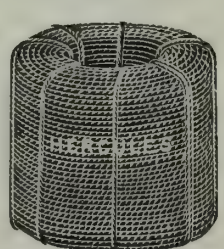
This style of lever and fulcrum has several advantages over the ordinary style. Having short stroke, the power is greater, making it work easier. The handle, being wood, they are not so liable to break in frosty weather. Readily converted into a Windmill Pump.

Built for long duty under severe service.

A good profit-maker.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 07
Indian red, 100 lb. kegs	0 12
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 17
Chrome yellow, pure	0 30
Golden ochre, pure	0 16
French spruce ochre, pure	0 15
Chrome green, pure	0 15
French permanent green, pure	0 20
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 35

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE

	Per lb.
French medal	0 16
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 18
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags— No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 85
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, prices withdrawn.
Zinc, pure, prices withdrawn.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.
James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 80	$10 95
C.P. Co. Decorators Pure	10 50	10 95
Crown and Anchor	10 80	10 95
Elephant Genuine	11 10	11 25
Green Seal	10 80	10 95
Moore's Pure White Lead	11 10	10 95
O.P.W. Pure English	....	11 00
O.P.W. Decorators Pure	....	10 95
Painters' Perfect	10 35	10 50
Ramsay's Pure Lead	10 80	10 95
Ramsay's Exterior	10 25	10 45
Tiger Pure	10 80	10 95

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 50	9 50
Genuine, 100-pound kegs, per cwt.	9 87½	9 87½
Less quantity ..½	....	0 11

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Minerva	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl., London	2 25

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums	2 75	2 85
Bulk, 25-lb. drums	2 85	2 95
Bladders, in bbls.	3 15	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 30
Sun Varnish Stains	2 00

VARNISHES.

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 80
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
No. 1 Furniture Varnish	1 25
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 16½

WASTE, WHITE WIPING.

XXX Extra	0 15¼
X Grand	0 14
XLCR	0 12¾
X Empire	0 11½
X Press	0 10¼

WASTE, COLORED WIPING.

Fancy	0 10
Lion	0 09
Standard	0 08
Popular	0 07
Keen	0 06

WASTE, WOOL PACKING.

Arrow	0 20
Axle	0 14
Anvil	0 10
Anchor	0 08

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 88
Berry Bros.	0 37
Anchor	0 33
Old English	0 41
Johnsons	0 41

WHITING.

Paris white	1 20
Plain, in bbls.	1 10
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

UNIVERNISH—

What Is It?

A Trade Name For
UNIVERSAL VARNISH

A pale—hard—durable water-proof varnish for every use. Good for indoors—Good for outdoors—Good for furniture—Good for floors—Good for boats—it will not turn white.

Put up in attractive boxes of twelve quarter pints to retail at 25c each. Also put up in all the regular larger sizes.

MANUFACTURED ONLY BY

The Dougall Varnish Co., Limited, Montreal

Where Have *You* Been Buying Your Dry Colors?

REDS, GREENS, YELLOWS, BLUES AND PARIS GREEN

of the Highest Quality and the Right Price are made and sold in Canada by

The ALLAN MUNRO COLOR CO., Limited

41 BRITANNIA STREET, MONTREAL

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 9 00
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting. 66 2-3% off list.
Standard, 50 and 5% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 47½%; 7-16 and larger, 32½%; machine, ⅜ and under, 47½%; 7-16 and over, 37½%; machine set screws, 65%; plough bolts, 37½%; nuts, small lots, net list; case lots, 2½½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 37½%; 7-16 and up, 32½%.
Above prices under revision. See weekly report.

Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25, 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging. 5-16, 6¼c; ⅜, 5¼c; tie out, 75%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 6½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 43c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 57½%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
85% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 55%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng........	6 75
28 Am. or 26 Eng........	6 50
26 Am. or 26 special.....	6 20
24 Am. and Eng..........	5 80
22 Am. and Eng..........	5 70
18 20 Am. and Eng.......	5 50
16 Am. and Eng..........	5 35

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $10.90, $11.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.11; boiled, per gal., $1.14.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.25 base; Winnipeg, $3.75 base. Cut, f.o.b. Winnipeg, $3.75.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 50 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 13½c base; pure Manila, 19c base; British Manila, 16c base; lath yarn, 11¾c base; African hemp, 16c base; cotton rope, 25c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 50%; flat head, brass, 55%; coach, 60%.

SCYTHES Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 05
14-16 gauge	4 00
17-24 gauge	4 25
26 gauge	4 35
28 gauge	4 50

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat," No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.35 at Fort William; $3.75 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $3.[illegible]; 14 and 16 gauge, $4.05; 17 to 24 gauge, $4.25; 26 gauge, $4.35; 28 gauge, $4.50.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 91c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 10c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $11.30; small lots, $11.60.

WIRE, BARB
Lyman 4-point, $3.30 f.o.b. Fort William, $3.55 Winnipeg; Glidden Cattle, 2 pt., $3.15 Fort William, $3.40 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $3.05 Fort William, $3.35 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.65; Winnipeg, $3.95; coil spring, No. 12, Fort William, $3.85; Winnipeg, $4.15; No. 9, $3.60 Fort William, $3.90 Winnipeg. Plain galvanized, No. 12, $3.80 Fort William, $4.10 Winnipeg
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.70; 10, $3.76; 11, $3.82; 12, $3.90; 13, $4; 14, $4.10; 15, $4.25; 16, $4.40.

WIRE (STOVEPIPE)
18 and 19 gauge, 6c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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We have a large stock of high grade **Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.** All orders filled and shipped promptly

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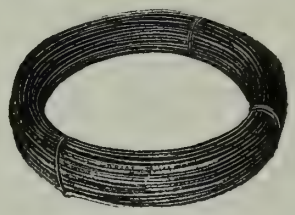

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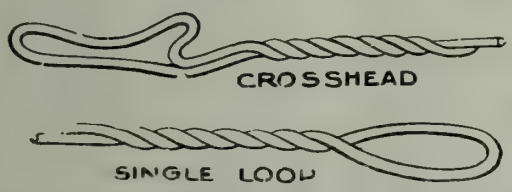

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J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
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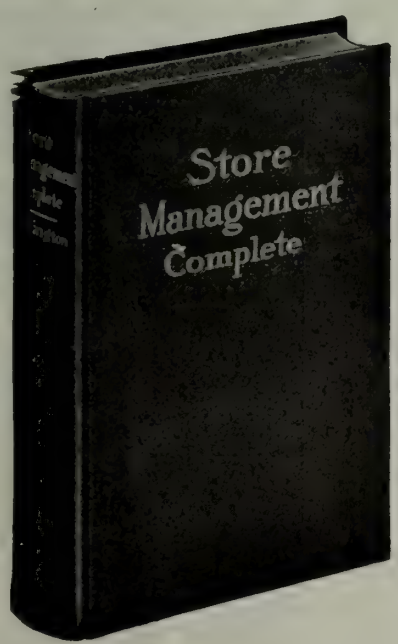

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"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

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Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures. These forms can be obtained at the Department of Public Works, Ottawa.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for amount stated in form of tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the contract. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

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Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.
Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.
Plane Irons.
Buck Bros., Milbury, Mass.
Planes.
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
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Frank Mossberg Co., Attleboro, Mass.
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Poultry Netting.
Greening, B., Wire Co., Hamilton.
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Powder, Aluminium.
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Smokeless, Lesmok (Partly Smokeless).
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R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
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Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Aylmer Pump & Scale Co., Ltd. Aylmer, Ont.
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Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
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Burrow, Stewart & Milne Co., Ltd., Hamilton.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Geneva Cutlery Co., Geneva, N.Y.
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Brandram-Henderson Co., Montreal.
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The Thos. Davidson Mfg. Co., Ltd., Montreal.
Reinforcing Concrete.
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Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
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Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.
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Victor Saw Works, Hamilton, Ont.
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Aylmer Pump & Scale Co., Aylmer, Ont.
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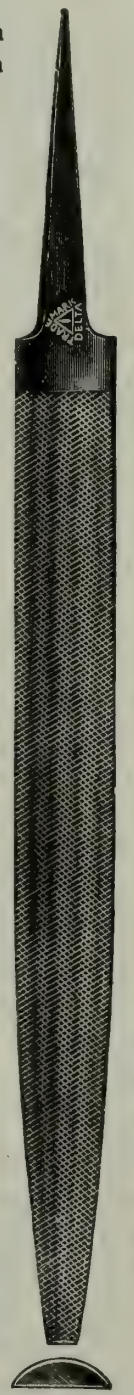

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The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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Cummer-Dowswell Ltd. Hamilton.
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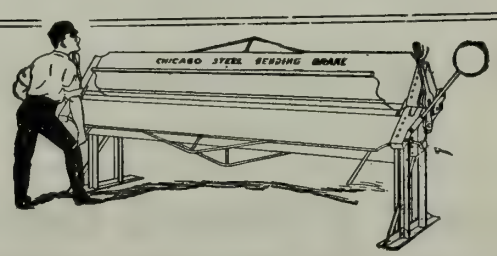
James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in the U.S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

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CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal.

When writing to advertisers kindly mention this paper

A Straight Talk From the Manager

No. 31—"Keeping Up To Snuff"

One of the reasons why Hardware and Metal is constantly improving its service to subscribers and advertisers, is that a Staff Conference is held every Monday morning at ten o'clock, to discuss the previous week's issue in detail.

No subscriber could be more critical than the different members of the staff who endeavor to point out features which might have been changed to advantage. Everybody is keyed up to discover some way of making Hardware and Metal still more valuable to the Canadian hardware trade. Naturally, these conferences have been a most important element, in keeping Hardware and Metal "up to snuff."

Perhaps you could make use of the Conference idea in your own store. Suppose you hold it weekly, the day after Hardware and Metal reaches you. Take up the important news, discuss the latest selling suggestions, and run over the advertising pages to impress upon your staff how the different bits of information can be used to increase your profits.

J. G. L.

"Well, gentlemen, I take off my hat to you,—

such a beautifully made rifle and such shooting I never expected to see. . . Up to 800 yards I could hit anything I shot at . . I killed a big bull, over 500 yards away, and did it so easy . . . The 'Ross' is good enough for me. . . . It has a nice balance, is light and has a nice feel to it. I will say to anyone who is looking for the best thing in rifles, get a Ross .280 and you will never be disappointed."

Jas. L. McLaughlin,
Hunter and Guide,
Valley, Wyoming.

Professional hunters and guides the world over agree with Mr. McLaughlin in his appreciation, and the ever-growing demand for the Ross .280 proves that they are right.

The Ross .280 using the Ross .280 Sporting Cartridge with its copper tube Expanding Bullet (patented) is one of the most accurate, powerful and reliable rifles on the market. Every dealer should have it on his shelves.

The Ross .303 Sporting Models also give excellent results and the trajectory is as low as that of almost any of the high power rifles sold. The popular prices of these models—$25.00 and up—make them general favourites.

The Government having selected the Ross .22 Cadet Rifle as the official arm for the Cadet organizations—there is an added incentive for dealers to stock this most popular small rifle.

For catalogue, discounts, etc., address

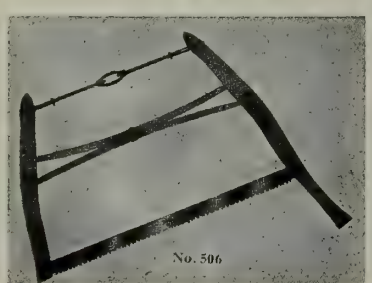
ROSS RIFLE COMPANY - Quebec

TWO PROFITABLE SAWS

ATKINS NO. 5 PERFECTION is the Finest Cross Cut Saw that has ever been made. The STERLING STEEL used, is as fine as razor steel. Our Dealers are making more profit on them because they are worth more and bring a higher price.

The entire line of ATKINS SAWS sell to the lovers of fine tools because they are covered by a Money Back Guarantee if they fail to give perfect satisfaction.

ATKINS STERLING STEEL PERFECTION, No. 5



Atkins Wood Saw Blades and Frames complete. Fully up to the Atkins standard.

E.C. ATKINS & COMPANY

Factory: Hamilton, Ont. 109 Powell St., Vancouver, B.C.

SHEET COPPER

STOCK OR IMPORT

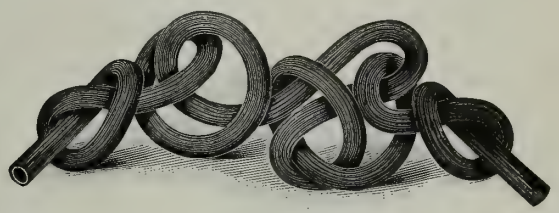
Reasonable Price *Prompt Service*

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

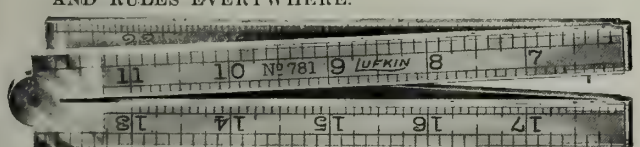
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

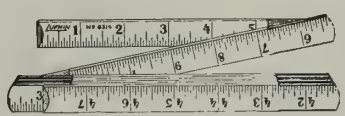
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



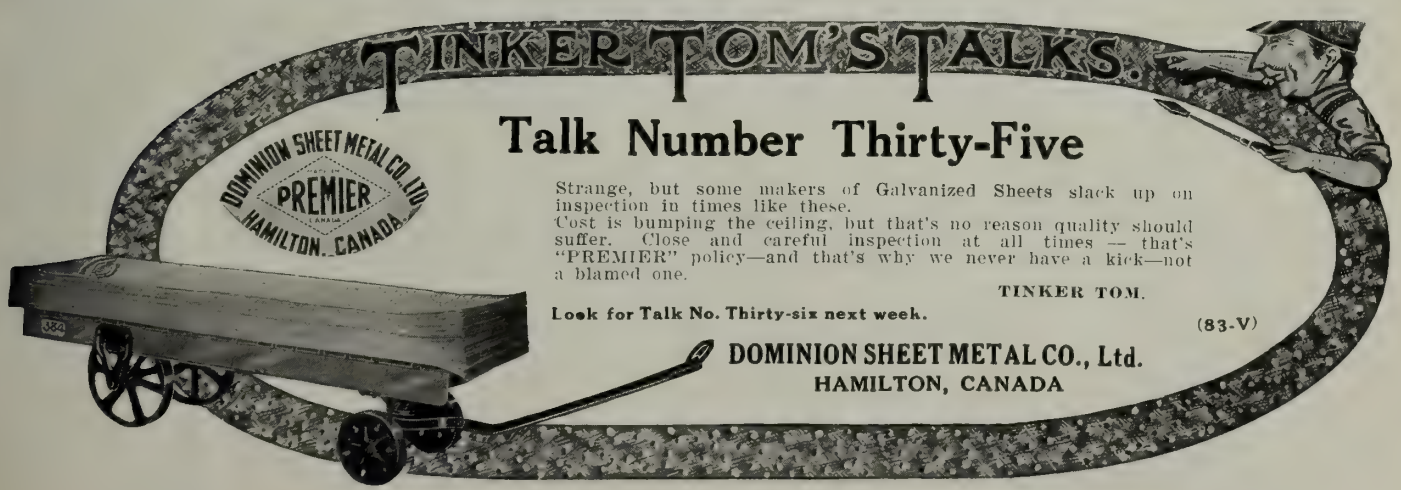


Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk Number Thirty-Five

Strange, but some makers of Galvanized Sheets slack up on inspection in times like these.
Cost is bumping the ceiling, but that's no reason quality should suffer. Close and careful inspection at all times — that's "PREMIER" policy—and that's why we never have a kick—not a blamed one.

TINKER TOM.

Look for Talk No. Thirty-six next week.

(83-V)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

First Come, First Served!

The most effective advertising broadside that can possibly be directed at Canadian hardwaremen is a front or back cover advertisement in Hardware and Metal.

Nearly every hardware merchant in Canada is a paid subscriber to Hardware and Metal. Every subscriber must heed the advertisements on the front and back cover. Indeed, he cannot escape them.

There are still a few dates open for front and back covers in 1916. *The first front cover open is May 20th, and the first back cover open is June 10th.* Each date is being allotted to the firm whose order first reaches our Toronto office, and already several firms have ordered a little too late.

Write to-day for list of open dates and full particulars.

HARDWARE AND METAL

TORONTO MONTREAL WINNIPEG LONDON, ENG.
BOSTON NEW YORK CHICAGO

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 February 5
No. 6 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

A WINDOW DISPLAY—NOT AN EXHIBIT

Photograph of a hardware window in Toronto showing advertising supplied by The Ottawa Paint Works

This advertising in conjunction with Ottawa Quality, will bring you first-class results.

"BUY MADE-IN-CANADA GOODS"

THE OTTAWA PAINT WORKS

TORONTO OTTAWA CANADA VANCOUVER

Toronto Branch: 153 Duchess Street

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

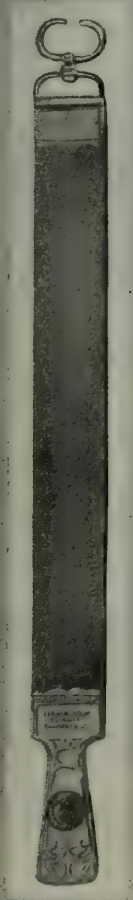
Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Are You Using This Carborundum Sales Help?

WHY not let this Carborundum Razor Strop Display Hanger become your salesman? Hang it in your display window and watch your razor strop sales increase. The hanger is beautifully lithographed in eight colors and has twelve hooks from which to display razor strops. This display rack is furnished free to any dealer with the purchase of any assortment of twelve strops.

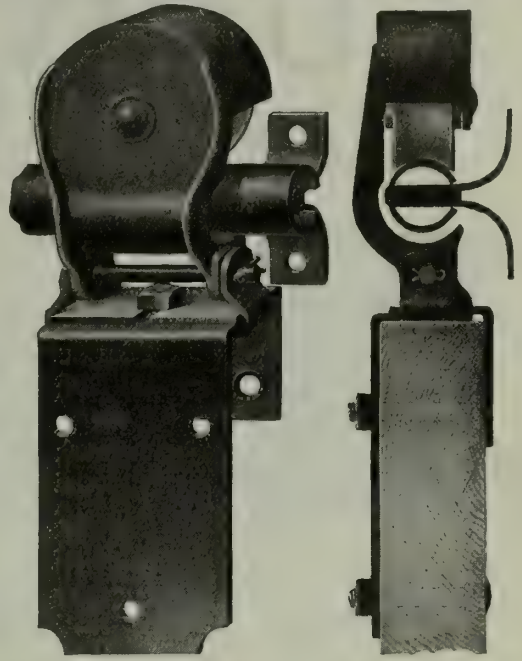


In taking your inventory, be sure that you have a good supply of Carborundum razor strops. Made from soft, velvety horsehide. The finest Carborundum powder is rolled into the corrugated side, thus giving both a sharpening and finishing strop.

Ask about our other free display offers

THE CARBORUNDUM COMPANY
Niagara Falls, N. Y.

CANADA'S VERY BEST ROUND TRACK HANGER
"R-W" No. 543 Red Runner



Flexible — Allowing Door to Swing 90 Degrees.
Removable Hinge Pin—Lateral Adjustment. Heavy Roller Bearings — Machined Wheels — Double Apron. R-W IMPROVED ROUND TRACK. Has Rivetted Steel Brackets. No more bother with loose brackets.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

HIGHEST AWARD
At the Panama-Pacific Exposition

Gold FRANCO TRADE MARK Medal

Flashlights

Universally recognized as supreme in quality and service. Get your share of the big and steadily increasing demand for quality flashlights.

Franco "Gold-Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights can not be made.

The need for renewal batteries and bulbs always keep customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights now. You'll find them quick sellers.

Our latest catalog, listing over 400 profitable, ready selling articles and dealers' proposition, will surely interest you. Send for it now.

Franco products sold through various distributors at convenient location to ensure prompt deliveries.

Interstate Electric Novelty Co.
of Canada Limited
220 King St. W. - Toronto, Ontario

UNIVERSAL
Electric Home Needs

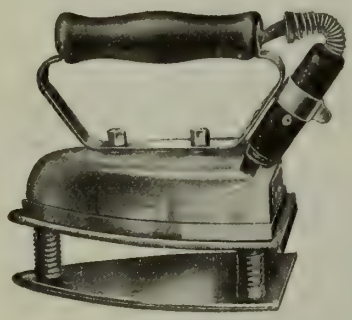
UNIVERSAL
Electric Toaster No. E944.

Base your spring selling campaign on a line of electrical devices which are well known by well doing.

Your customers are all familiar with UNIVERSAL Home Needs and they know that every article bearing the UNIVERSAL trade-mark will satisfactorily perform every service claimed for it.

The appliances shown here are especially suitable for spring business—they sell quickly and stay sold, allowing you a good margin of profit on every sale.

UNIVERSAL
Electric Coffee Percolator
No. E9637.



UNIVERSAL
Electric Iron, No. E9051
With Snap Switch

UNIVERSAL

When you sell UNIVERSAL Electrical Appliances you have several talking points that you won't find in any other line—points that will in nine cases out of ten clinch a sale with an undecided customer.

These points include the UNIVERSAL Fusible Plug Safety Device (in all UNIVERSAL Electric Home Needs designed to heat a liquid), which absolutely prevents all danger of the heating element burning out or setting fire to the table. This is an exclusive feature, found only in electrical appliances made by us.

UNIVERSAL
Tourist's Electric Iron
No. E9021

UNIVERSAL
Four Heat Electric Grill No. E984.

Another advantage in carrying UNIVERSAL Electric Home Needs is the promptness with which your orders are filled, making it possible for you to carry a small stock which you can turn over many times in the course of the year with an added profit on each turnover.

For prices, etc., write to your Jobber or direct to us.

UNIVERSAL
Electric Boiler No. E9932.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

Canadian Representatives: A. MacFarlane & Company, Montreal

BE PREPARED FOR BIG SALES

WE SPECIALIZE ON

MYERS PUMPS FOR EVERY PURPOSE

WELL, HOUSE AND CISTERN PUMPS

Always Seasonable

TANK PUMPS, SPRAY PUMPS, CYLINDERS, Etc.

HAY UNLOADING TOOLS

PULLEYS, FIXTURES

UNLOADERS, FORKS, TRACKS, SLINGS

HAY RACK CLAMPS

MYERS DOOR STAYON TUBULAR HANGERS

FOR BARN, WAREHOUSE, GARAGE, FREIGHT HOUSE, FACTORY, WORKSHOP OR OTHER SLIDING DOORS.

To Carry Them Is To Sell Them.

WE SHIP PROMPTLY. WE FILL ORDERS COMPLETE.

LEWIS BROS., LIMITED, MONTREAL

EXCLUSIVE AGENTS FOR PROVINCE OF QUEBEC.

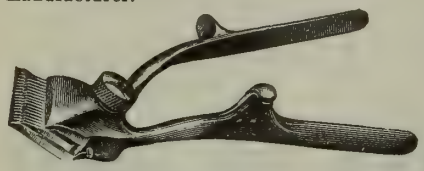
CATALOGUE SENT UPON APPLICATION.

WE MAKE THE PRICES RIGHT.

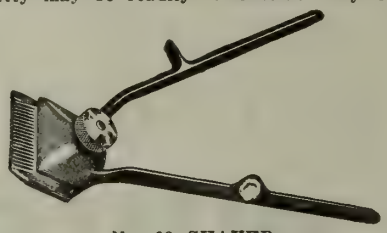
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

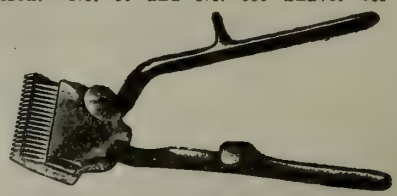
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement. not paralleled by any other American manufacturer.



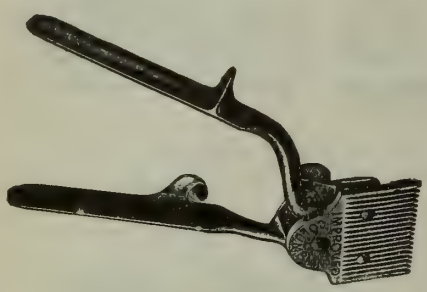
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



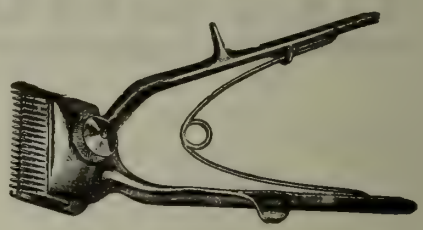
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

FLY SCREEN WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

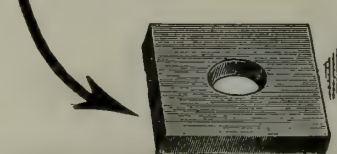
SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.
We make a complete line.
Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVE
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Wrought and Steel Plate WASHERS
of all descriptions

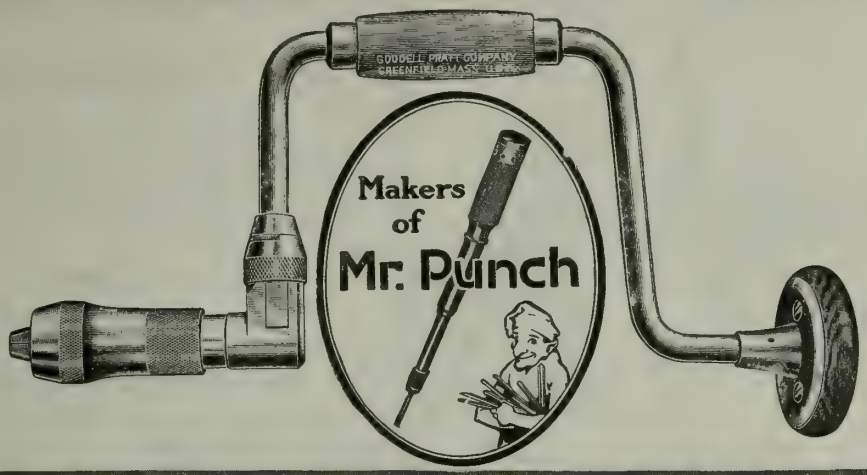


Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.



GOODELL-PRATT

1500 GOOD TOOLS

Announcing A New Series of Bit Braces

SWEEP—Forged Steel
HEAD—Polished cocobolo, steel clad, the ball bearings on which the head runs are enclosed in a dust-proof compartment.
HANDLE—Cocobolo, runs between two steel collars which can be adjusted to compensate for wear.
CHUCK—Forged steel jaws. Malleable iron socket and shell.
FINISH—All exposed metal parts are fully polished and nickel-plated.

SIZES AND PRICES:

No. 6008	8 inch sweep	List per dozen.....	$19.20
No. 6010	10 inch sweep	List per dozen.....	20.40
No. 6012	12 inch sweep	List per dozen.....	24.00
No. 6014	14 inch sweep	List per dozen.....	26.40

Goodell-Pratt Company

GREENFIELD, *Toolsmiths* MASS., U.S.A.

What 10,000 Dealers Are Selling

ought to be a good line of files for you to handle.

Perhaps on no other line is so large a precentage of the demand supplied as by the following brands of files:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(Made in Canada)

Over 90% of Canada's file requirements are supplied by us.!

And owing to our educative advertising campaign on the economy of discarding a file when it has reached its "inefficient" point, the demand is rapidly increasing.

It rests with you to "cash in" on this aggressive campaign. You'll be able to sell two files where you now sell one.

Nicholson File Company

Port Hope, Ontario

(JOBBERS EVERYWHERE)

The Children of Purity

Rust-Resistance, Welding Quality, Enameling Property and Electrical Conductivity are the children of PURITY and SCIENTIFIC CARE in iron manufacture.

Chapter I

RUST-RESISTANCE

The intricate theory of metallurgical science and the hard practical experience of numberless users of iron and steel agree absolutely as to one basic truth—**Durable Iron Must Be Homogeneous**—or as nearly as may be of the same substance and structure throughout.

There are two causes of difference between various points on the surface of an iron or steel sheet, and therefore of rapid rusting—

First: Impurities or variations of substance.

Second: Physical Unevenness or variations of structure.

The way to get rid of the first is to make the substance just as nearly as possible *all iron,* that is by securing the highest *Purity.* In Armco (American Ingot) Iron the total of impurities is never more than, and usually *much less than one-sixth of one per cent.*

Physical differences are reduced to a minimum by Scientific Care in every process of manufacture, and by the unfailing rejection of all bars and sheets which do not measure up to an exacting standard. In the making of Armco Iron every process from the open hearth to the shipping platform is guarded with scrupulous care, and minutely defective bars and sheets are sent back to the furnace like small-pox suspects to a detention hospital.

This is "The Iron That's Made To Last."

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

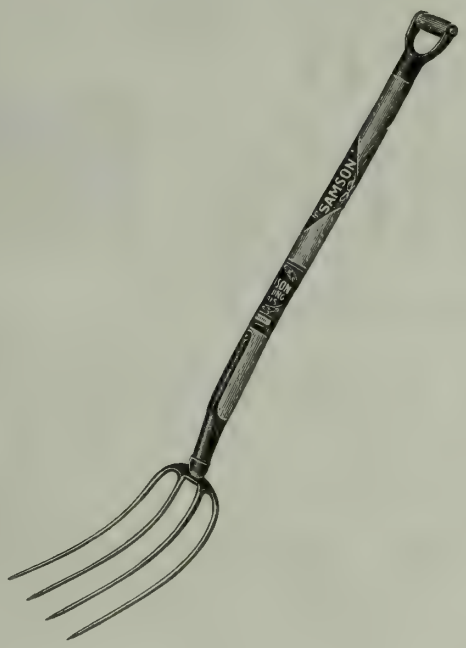
The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco (American Ingot) Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.



SAMSON
MANURE FORKS

combine value, quality and appearance not excelled by any other make.

FULLY GUARANTEED.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

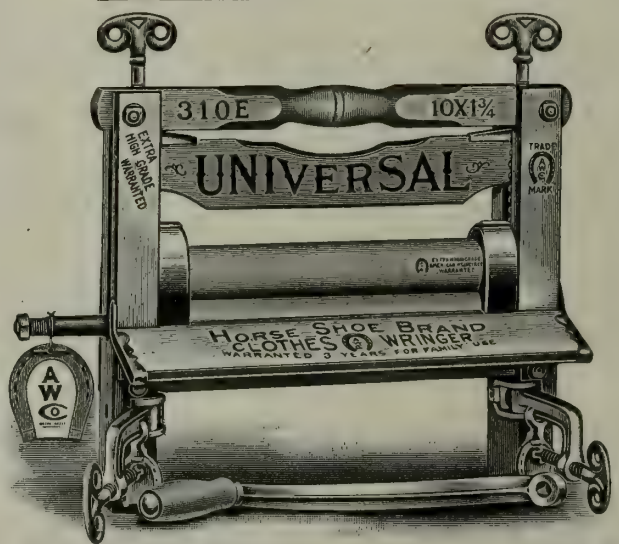
Canada Steel Goods Co., Limited, Hamilton, Canada

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

WROUGHT PIPE

WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

WIRE BOLTS and NUTS

THE STEEL COMPANY OF CANADA LIMITED

WOOD AND MACHINE SCREWS

BRASS BRIGHT BRONZE

IRON AND STEEL BARS

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"Tiger" White Lead

"Invincible" Fencing, Shot, Lead Pipe

Rivets and Burrs, Bright Wire Goods, Pole Line Hardware

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(M.R.M and Bell) (M.R.M.)

Putty

Quality Guaranteed *Prompt Shipments*

SALES OFFICES:

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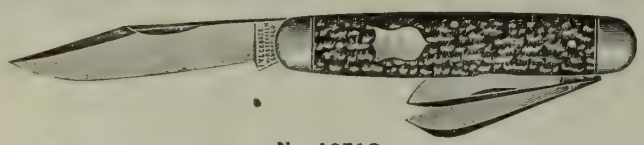
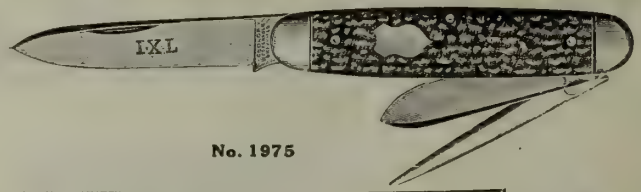


No. 1971C



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CELEBRATED I·XL CUTLERY

MANUFACTURED BY

GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I.XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.

No. 611

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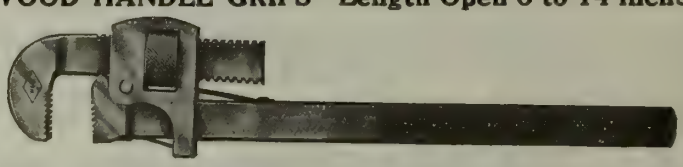
No. 292

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

"W & B" Pipe Wrenches

WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W. & B." Wrenches.

We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years

ST. CATHARINES, ONT.

The Most Satisfactory Horse Clipping Machine Ever Marketed at Any Price

and it sells to the user in Canada at only $9.25, with a good profit for you.

The Stewart Ball Bearing Machine

A quality machine that always satisfies the user, and which helps build your reputation for selling high grade products. The most extensively advertised to your customers. All Jobbers have it.

From now to May is the time to push it.

Chicago Flexible Shaft Co. 250 Ontario St., Chicago

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

High Quality TOOLS

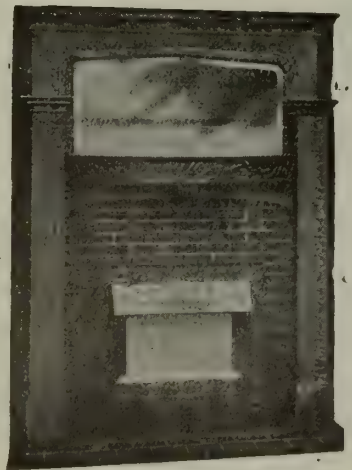
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

When This Man Buys Instruments or Tools

he goes to the leading dealer and buys tools that he knows to be standard in accuracy and quality.

Engineers, technical men, expert machinists take great pains in the selection of their instruments and tools.

The dealer who has Starrett tools establishes a high standing with buyers of this class.

Starrett Tools

among technical men are known to stand for accuracy, efficiency and fine workmanship.

We deal direct with the retail hardware trade.

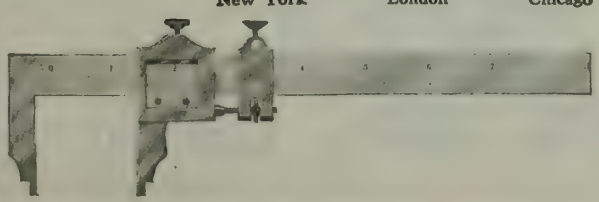
Send for free catalog No. 20-MA showing the complete line and secure our prices and terms.

THE L. S. STARRETT COMPANY

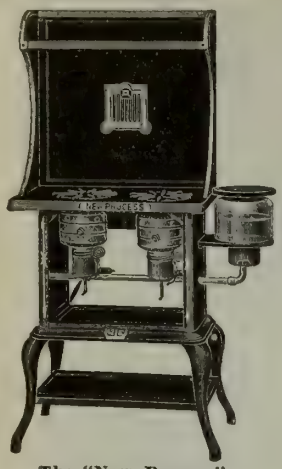
"The World's Greatest Tool Makers"

ATHOL, MASS.

New York London Chicago



When writing advertisers please mention Hardware and Metal.

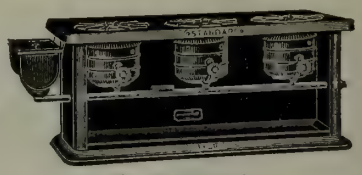


The "New Process"

DAVIDSON'S

FOR

Gasoline and Oil Stoves



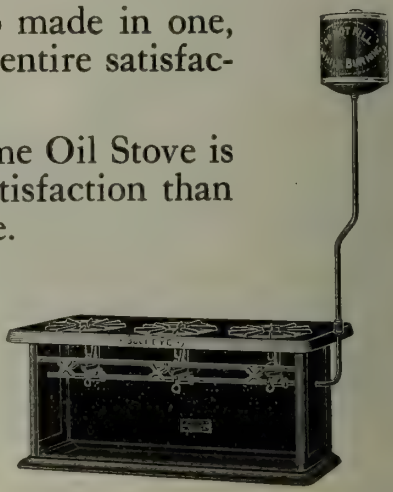
The "Standard"

The "Standard" Wickless Blue Flame Oil Stove is inexpensive, but is most efficient and economical. Made in one, two and three-burner.

The Buckeye Gasoline Stove is also made in one, two and three-burner, and will give entire satisfaction.

The "New Process" Wick Blue Flame Oil Stove is well known. It will give greater satisfaction than any other oil stove offered to the trade.

Write us for catalogue and prices, and book your order for these for spring delivery, as prices are sure to advance.



The "Buckeye"

The Thos. Davidson Mfg. Co., Limited

TORONTO MONTREAL WINNIPEG

Leaky Joints are Made Permanently Tight with

JENARCO

JENKINS BROS.' NEW SHEET PACKING

Registered Trade Mark

JENARCO

THIS TRADE MARK IS OUR GUARANTEE

This splendid product is a high-grade semi-vulcanized sheet rubber packing that possesses extreme toughness and flexibility. It is not influenced by climatic conditions and does not deteriorate in storage.

Engineers and Steamfitters strongly recommend its use. They have learned by experience that **JENARCO** will make an absolutely tight and durable joint under service conditions where ordinary packings fail.

JENARCO is suitable for making Flanged Steam Joints of all kinds. It is equally suitable for Hot or Cold Water Joints. **JENARCO** is a most economical packing, owing to its extreme lightness in weight.

FURTHER PARTICULARS UPON REQUEST.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Get the name in your town as the right man for

Metallic Ceilings

Write us for samples for your window, and advertising matter for your counters. Have our catalogue and price list handy. There are good profits for you in Metallic Ceilings if you use "M.R.Co." goods. They fit right and lay quickly. Let us hear from you.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Time to Order
FREEZERS

They are always in season. THE LIGHTNING, GEM or BLIZZARD in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.

Be sure to add the LIGHTNING CHIPPER. You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.

The Blizzard being a single action Freezer, is cheaper in price and sells well with either the Lightning or Gem.

Let us send you free some attractive window show cards and hangers, or electros for local advertising. Mention the style you are handling.

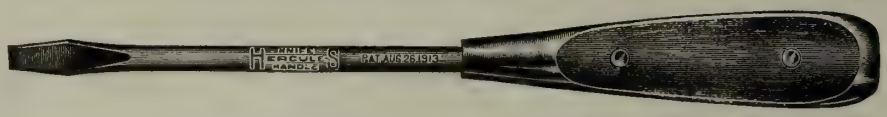
NORTH BROS. MFG. CO., PHILADELPHIA, PA.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. **BRIDGEPORT, CONN., U.S.A.**

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

—1835— —1916—

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pay in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY.

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.

Our large daily production ensures prompt service at all times. Write for samples and prices. Our representative will gladly call.

Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

The Maytag Multi-Motor Washer

Announcement Extraordinary!

What the Maytag Multi-Motor Washer Will Do.

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

In short, Mr. Dealer, what has hitherto been considered impossible in washing machine manufacture has been achieved in the Maytag Multi-Motor Washer.

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The Maytag Multi-Motor Washer is breaking all sales records for us, so it MUST be selling fast for our dealers.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

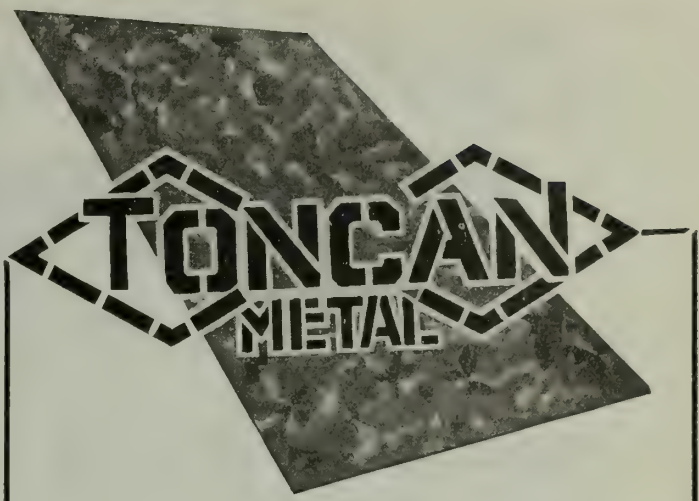
Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.

WINNIPEG, MAN.



I am the Most Economical Sheet Metal

I resist rust and corrosion, consequently am far more durable than any other sheet metal made from iron ore.

I am moderate in first cost and my extreme durability makes me the most economical sheet metal in the end.

I save building owners and other users of products made from sheet metal thousands of dollars annually because of my rust and corrosion-resisting ability..

This stencil identifies me and protects the buyer against substitution:

TONCAN METAL

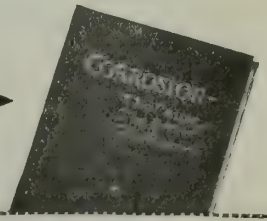
A few uses for Toncan Metal:

Roofing	Skylights	Tanks
Siding	Blower Systems	Culverts
Cornices	Eavestrough	Flumes
Ventilators	Conductor Pipe	Window Frames

There are many other uses.

Recommend and Furnish Toncan Metal to your trade. It brings in more business.

Write for this book →



Jobbers everywhere sell Toncan Metal.

The Stark Rolling Mill Co.

Canton, Ohio.

Sole Makers

Send me without cost or obligation a copy of "Corrosion — The Cause — The Effect—The Remedy."

Name .....

Address .....

City .....

HM-3

"COVERED!"

Automatic Pistol Points on Which the COLT Excels

ACCURACY: The COLT Automatic is a perfectly balanced, easy-shooting, hard-hitting pistol.

QUICKNESS: The COLT Automatic is ready for instant use. "The COLT fires the first shot first."

SAFETY: The COLT is automatically locked against unintentional discharge. You must GRIP THE GRIP and purposely pull the trigger to make a COLT let go. "You can't forget to make a COLT safe."

CONFIDENCE: The COLT feels right, acts right and, because it is automatically safe, it is an antidote for fear in the hands of gun-shy men or women.

PRESTIGE: The COLT was adopted by the U.S. Army and Navy because of its "marked superiority to any other known pistol." Show the COLT Automatic, explain it, and the COLT will sell itself.

When you recommend COLT FIRE ARMS you increase your customer's confidence in YOU.

Colt's Patent Fire Arms Mfg. Co., Hartford, Connecticut, U.S.A.

or A. MACFARLANE & CO., Coristine Building, MONTREAL

Bissell Carpet Sweeper Co.

TO THE TRADE:

It is just possible that optimism and looking into the future hopefully has become a habit with us but we can say, with all sincerity, that as far as our own line is concerned we have seldom made a trade prediction that has not been fully borne out by results. We do not claim to be prophets, but, based upon solid facts and experience from year to year, we feel that it does not require the wisdom of prophecy to foresee, with reasonable accuracy, what the new year promises in the way of business.

In our previous New Year's Greeting to our customers, based upon conditions as we saw them at that time, we expressed the confident belief that 1915 would be a prosperous year and that we expected to do a good business ourselves. We are gratified to be able to say that we have just closed one of the largest and most satisfactory years in our history and so we feel that, with money plenty and the most abundant crop yield recorded for 1915, with railroad profits increasing—thus encouraging large purchases for equipment, with our manufacturing institutions taxed to their capacities to fill orders, we can reasonably predict that 1916 will show even a greater measure of prosperity for this country than we enjoyed during the past year.

We have greatly increased our facilities during the year 1915, and are therefore equipped to materially increase our business during the year 1916, and with a line of carpet sweepers and hand propelled vacuum cleaners, admittedly in a class by themselves in all the essential points of design, finish, salability and profit-paying qualities to the dealer, we feel confident that 1916 will record one of the largest year's business in our history. Our advertising will be more extensive than ever and the fullest co-operation will be given to our customers to help the sale of our goods.

To our many customers, to whom we are indebted for the satisfactory year's business we have just closed, we extend our sincere thanks, and wish them a prosperous New Year.

Yours truly,

BISSELL CARPET SWEEPER CO.

Grand Rapids, Mich., 1916

Ted V. Shanahan

SEC'Y & GEN'L MGR.

DO YOU KNOW WHAT

SIMMS SET IN RUBBER

STAMPED ON A BRUSH MEANS?

Are they just words of an indefinite meaning, or do they tell you that the invention of the "Set in Rubber" process was the greatest single event in the history of brushmaking?

That it gives to the public a brush that can be used in anything in which a brush should be used without in any way affecting the composition that holds the bristles in the ferrule?

That turpentine, grease, crude oil, linseed oil, paraffine, alcohol, amyl acetate, tar, carbon tetrachloride, hot water, kalsomine, paint removers, or anything else in which a brush is ever used, has no more effect on the setting than a dewdrop on a prairie fire?

THAT SIMMS ARE THE ONLY SET IN RUBBER BRUSHES

MADE IN CANADA?

That the methods used in the making of these brushes are the development of over thirty years of careful study and experiment in the setting of brushes in rubber?

That the machinery used represents the investment of many thousands of dollars?

That they are made in a modern reinforced concrete building, the finest building in the world, exclusively used in the making of brushes?

That the makers are specially trained in the art of making real brushes?

That the bristles in them are far superior to the "Just as Good" kind?

That they are absolutely guaranteed by a firm of international reputation, to hold the bristles in the ferrule for ever?

These and many others are the things that Simms' "Set in Rubber" brushes represent. Keep them in your mind when buying brushes; it's money in your pocket.

T. S. SIMMS & CO., LIMITED

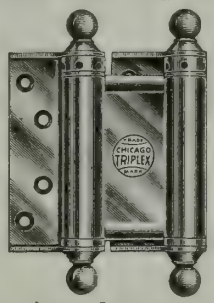
ST. JOHN (Fairville) N. B.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

CANADA FIRST

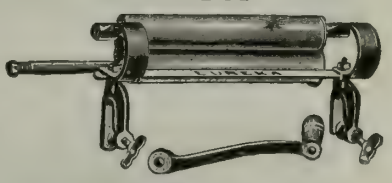
Clothes Wringers

Every Kind for Every Need

Hardwood Frames
All-Metal Frames
Plain Bearings
Steel Ball Bearings
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere



Cummer-Dowswell, Limited

HAMILTON - - ONT.

SOLD EVERYWHERE

"The BRITON" DOOR SPRING & CHECK *Keeps out "The Germs."*

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

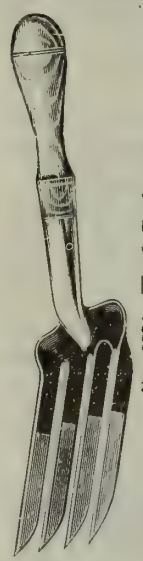
Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

W P WARD

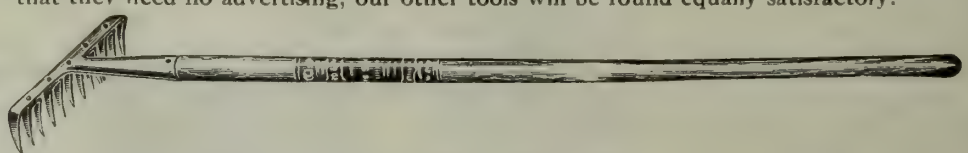
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order, Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



No. 5574—Weed Fork



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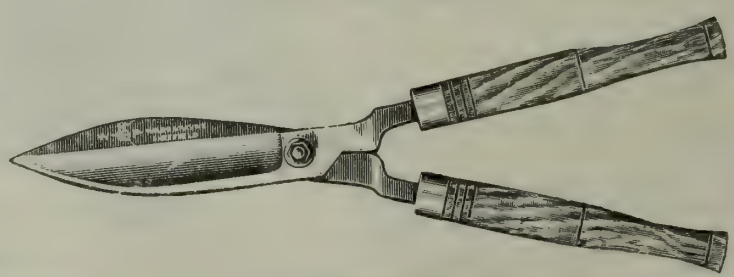

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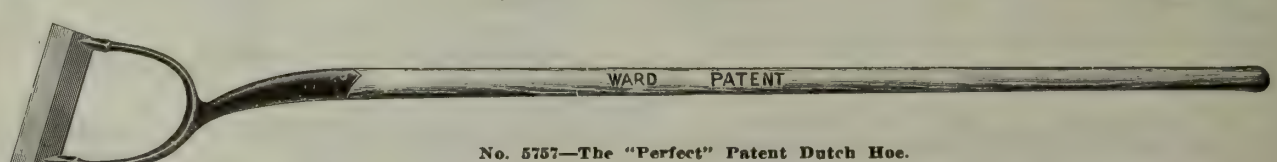

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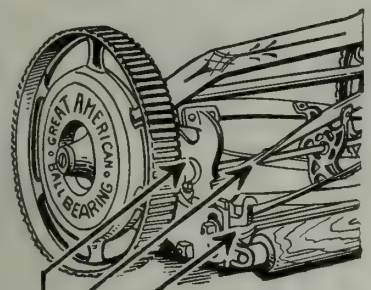

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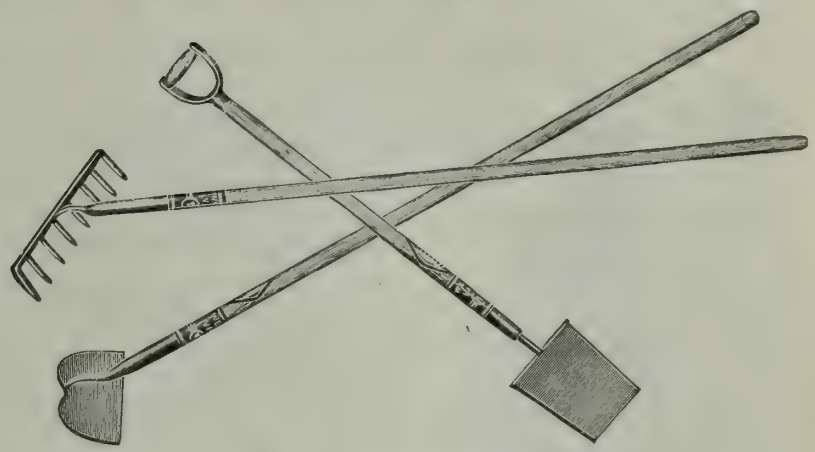

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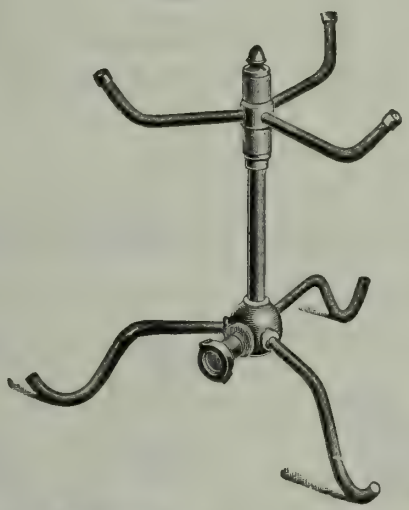

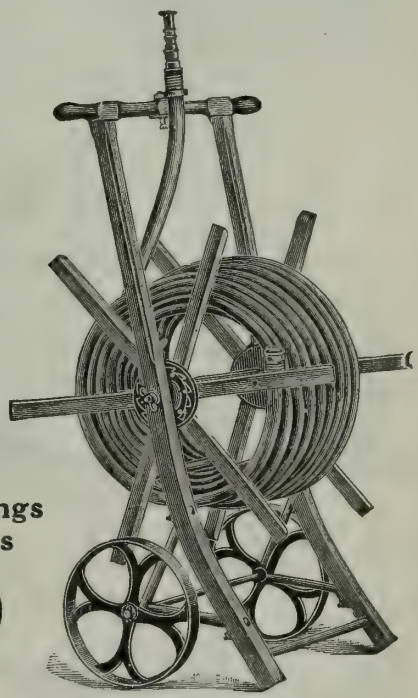

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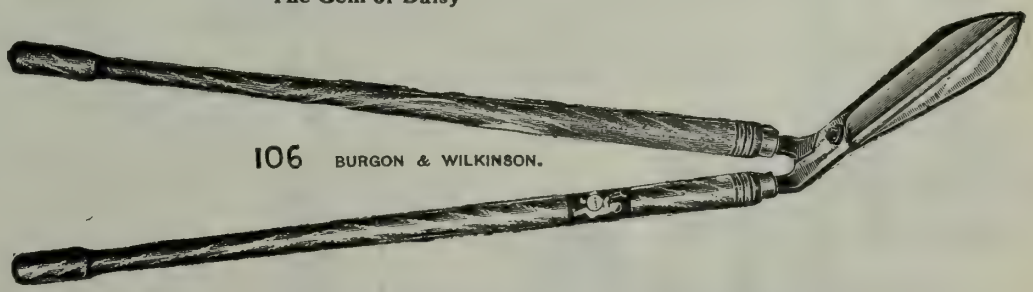

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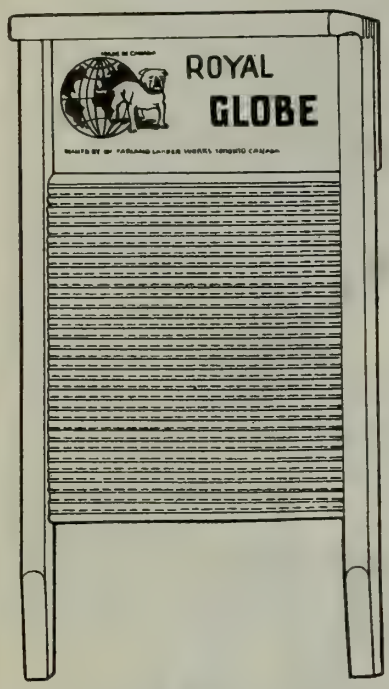

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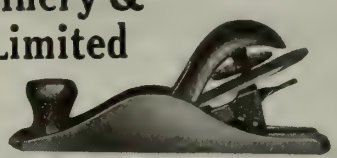

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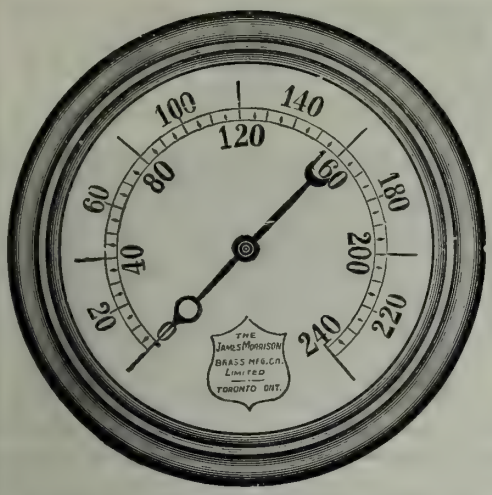

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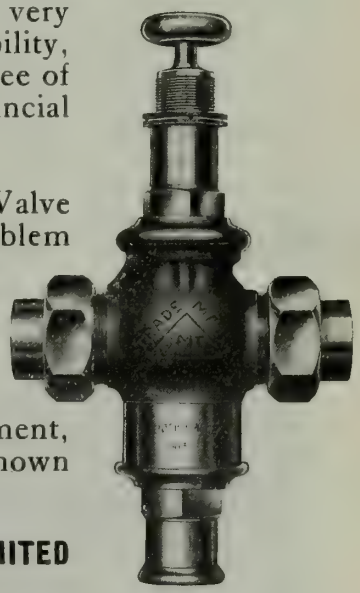

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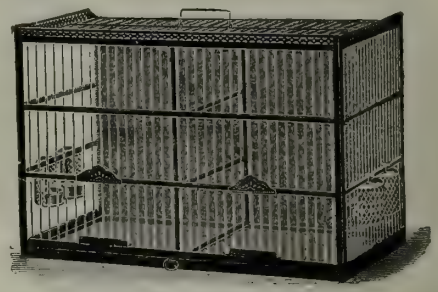

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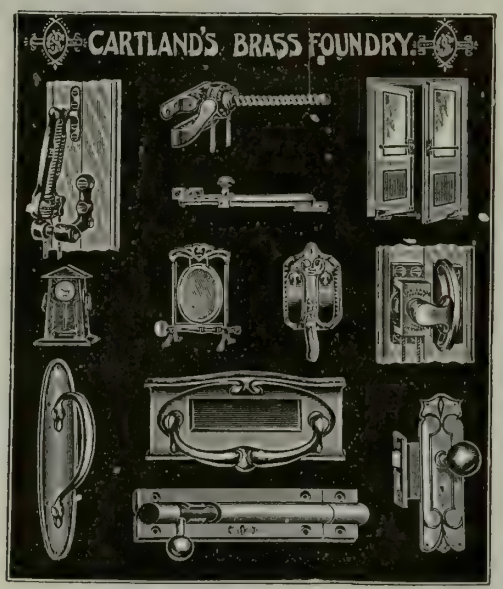

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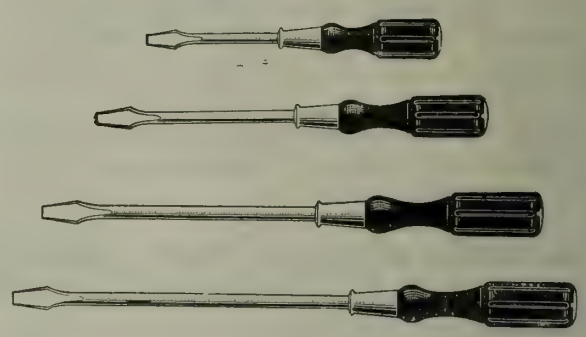

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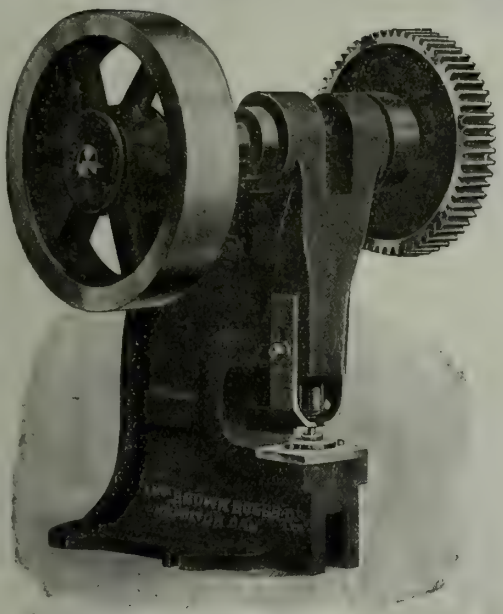

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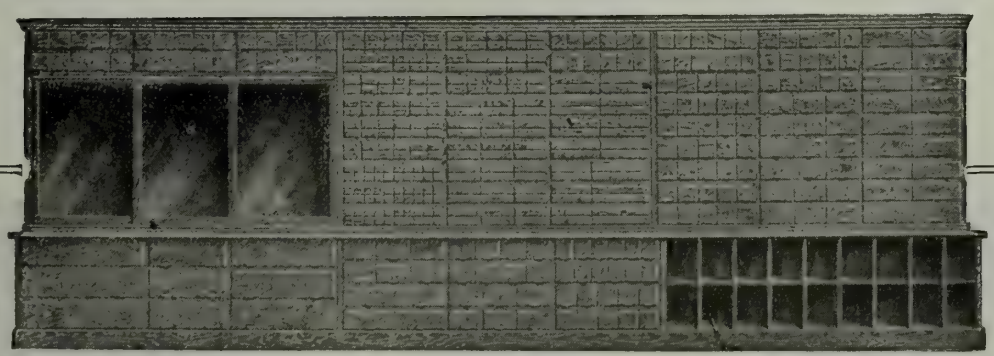

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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, FEBRUARY 5, 1916 No. 6

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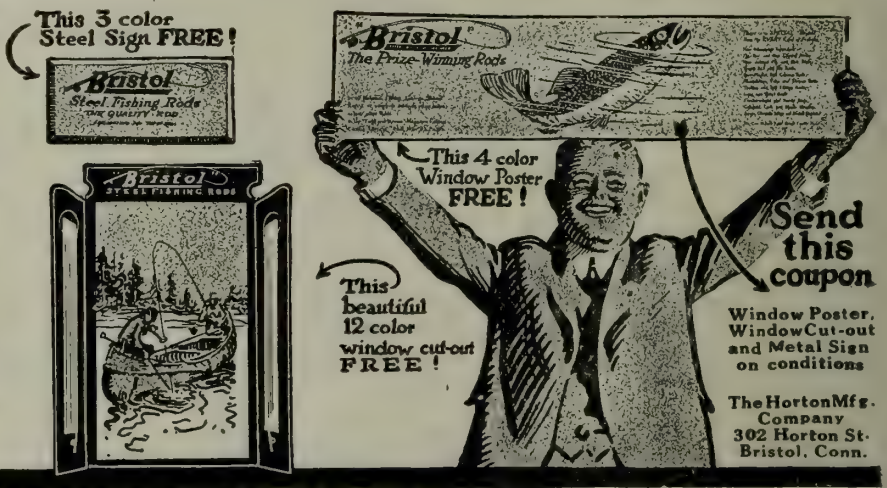

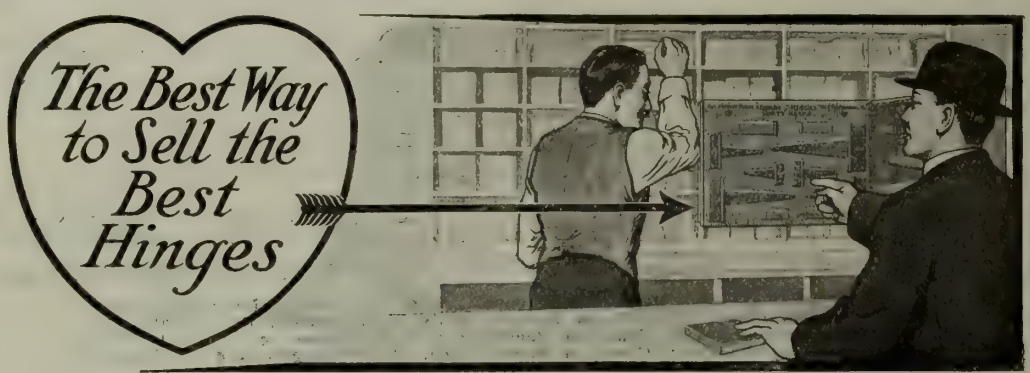

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HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. 30 TORONTO, FEBRUARY 5, 1916 No. 6

War Affects Ammunition Industry

Explanation of Unusual Conditions Which Prevail in the Ammunition Business — Why Price-Cutting Has Been More or Less Prevalent—Shortage of Machines—The Future Outlook

THE whole situation as regards the present and future stocks, output, trend of prices etc. of both rifle cartridges and shot paper shells is so intricately interwoven with the war and so utterly dependent on the outcome of it, that this article must be a diagnosis rather than a prognosis of the case.

In the first place all of the materials that go into the making of cartridges and paper shot shells have increased from one hundred to five hundred per cent. since the outbreak of war and yet the chief difficulty in the way of production to-day is not the price of raw material but the scarcity of it. The material can be had, orders are accepted by the metal companies but rarely with any assurance of prompt deliveries, manufacturers are forced to snap up lots as they are offered without quibbling, when orders are placed ahead it is with the understanding that there is some risk of not getting the deliveries as promised.

Scarcity of Brass

In the case of brass there is a very noticeable scarcity. The mine production of the copper and zinc that go to make this article is fairly prolific but the smelters and refiners are restricting the output of the finished product. Copper has advanced from 11½c in Aug. 1914 to 24½c of to-day and zinc from 4½c to 18c in the same period of time.

In the case of the priming charge, fulminate of mercury is the chief ingredient and this vital article advanced from $70 to $146 a flask over the period of the war, up to early January. Then it jumped to $200 a flask.

The aluminum that for the sake of velocity goes into the tip of the Mark VII. cartridge used by the British forces and the nickel of the cupro-nickel jacket of the bullet have likewise climbed this war ladder. In the case of paper shot shells the great scarcity of dyes and of paper stocks has added both a scarcity and a higher price to even

The above excellent window display appeared in the Mills Hardware Co. King Street store, Hamilton, Ont. Shrapnel shells in the various processes of manufacture, shown in the background, proved an attractive feature.

this non metallic article that goes into cartridge production. Everything else in the manufacture of shot shells from the copper primer to the lead pellets is included in the cartridge problem.

Scarcity of Cartridge Machines

In the primary markets there are even now forecasts of thirty-cent copper continually cropping up. But possibly the greatest difficulty of all lies in the scarcity of cartridge machines of any type, skilled cartridge men or ordinary machinists. If the war should finish tomorrow there would be factory equipment for five times as many cartridges as normal demand would care for. The normal peace demand of the world could be supplied from this continent. At the present moment, because of the absorption into the war industry of all shell-making machinery, it is necessary for manufacturers to order months ahead of their wants.

Orders Going A-begging

As a result of the abnormal conditions, orders are going a-begging. Some manufacturers are giving the right-of-way to Government orders on the plea of patriotism. Others are passing up the numerous Government contracts in order that they may better care for the domestic field. In spite of high prices and a real scarcity of material, this last condition could not prevail if the equipment bogey could be overcome in a reasonable length of time. So the present indications are that production has reached its limit unless demand as a result of war conditions so greatly increases that expansion becomes of vital necessity—all of which is possible, even though improbable.

The 7½ per cent war tax particularly effects the ammunition industry in Canada. The great bulk of the raw material comes from the United States.

The wholesalers usually carry long stocks ahead. In some cases these antebellum stocks at the lower prices are not yet exhausted, which explains the price-cutting that appears from time to time.

Increase in Rifle Shooting

Even our domestic consumption in this line has increased with the war. The demand for shotgun shells in the East last fall was just fair, and in the West it fell down greatly during the shooting season. But the great increase of rifle shooting counter-balanced and exceeded this loss, serious as it was. War economy and the absence of the younger element in the army accounted for the first. A great wave of patriotism that took the form of patriotic rifle clubs accounted for the latter. This condition still exists, and is on the increase. So we are faced by a rising market, abnormal demand, scarcity of material, and an actual shortage of production equipment and a good demand assured for the future.

Although present equipment can care for the normal demand as we knew it in the past five times over, the normal demand of the future will be on a scale hitherto unknown to us. We will have amongst us some hundreds of thousands of men who have learned the full value of rifle shooting.

The Government will have a very large number of rifles to dispose of at very marked down prices. This situation arose some years ago in the disposal of old Sniders and Martini-Henrys. There will be the biggest revival of shooting that the world has ever seen for purely sport, training and patriotic purposes. Tens of thousands of men will avail themselves of the opportunity of picking up a first-class sporting rifle cheaply.

This sale of cheap army rifles will undoubtedly mean a big increase in the sale of new rifles and ammunition and accessories for them as the result of the working of a well known natural law. It is the same law that makes the buyer of this year's low price motor car develop into a hankerer for next year's more expensive model of another make. So it is with shooting which some men deny themselves on account of the outlay for a rifle. So this new development in the trade however will introduce rifles to men who hitherto had no idea of using them.

All the chances appear to be in favor of an increase in present prices, and even greater scarcity of material.

The last raise in American ammunition occurred several months ago. Since then the price of raw material has advanced enormously, but without a corresponding advance in the finished product there.

That advance, when it does come, will be reflected here. Such activity is always duplicated here when, as in this case, our chief source of material supply lies across the border. So it appears that things may get worse before they get better. The chance of a decrease is very slight, and covering arrangements are probably the safest course.

As an anti-climax to this condition it is noticeable that manufacturers, in direct opposition to their usual annual course, have neglected to guarantee that their present prices will hold good.

Proposed Mail Order Tax

An Important Bill to be Discussed by Manitoba Legislature—Retail Merchants' Association There Actively Interested—Half of One Per Cent. on Turnover Suggested—Opposition From Some Farmers

Special from our Western Representative

RETAILERS all over Canada, and especially those in Manitoba, will be interested in a bill which will be brought down shortly in the Manitoba Legislature, providing for the taxation of all mail order houses located in that Province. Brief mention was made of this in last week's issue.

The Bill is in the form of an amendment to the Corporation Taxation Act, and was framed first as a means of securing additional revenue, and secondly, to meet the demands of country merchants, who have complained bitterly in the last few weeks that mail order competition was becoming intolerable in Western Canada, and that it was only fair that the large city firms doing business through the mails, should bear their share of taxation.

Recently, deputations of country merchants, led by the provincial secretary of the Retail Merchants Association, have waited upon the Government, and urged their claims. The Provincial Secretary of Manitoba, on the look-out for new fields from which to secure revenue, saw in the mail order houses a likely source, and the new measure, if it goes through, will net the Manitoba Government approximately $100,000 a year. Incidentally, the same Bill provides for the taxation of street railways, express companies and banks.

It is a little early to speak of this measure, the Bill itself not having yet left the hands of the printer. The western editor of Canadian Grocer was, however, able to secure one or two interest-

ing details from the deputy-minister, W. J. Ptolemy, who framed the Bill. The measure defines the term, "mail order business" as including all commercial concerns, wholesale or retail, that distribute to the consumer at large a catalogue, price list, book or pamphlet setting forth the different articles for sale. It makes no difference what class of goods or trade is involved.

Sixteen M.O. Houses in Manitoba

In conversation with our western editor, Mr. Ptolemy said he understood there were sixteen mail order houses doing business in Manitoba, whose head offices were located within the Province. He stated that while the exact taxation had not been definitely fixed, he thought it would amount to possibly half of one per cent. on their turnover; in other words, for every hundred dollars worth of goods sold, the mail order houses would pay the Government fifty cents. This tax would be levied on catalogue prices, without considering cost of freight and other charges.

A Huge Turnover

Mr. Ptolemy was unable to give any exact information as to the turnover of mail order houses in Manitoba. He had had one or two estimates made, but the figures supplied were so enormous, he could not believe them to be correct. At any rate, he expected the revenue from taxes on mail order houses alone would amount to close on $100,000. To secure that amount, the turnover of mail order houses in that Province would require to be $20,000,000.

It was suggested to Mr. Ptolemy that if the Bill provided for the taxation of all houses going direct to the consumer, irrespective of the class of merchandise sold, it would concern more than sixteen houses. There are hundreds of firms in Manitoba selling direct to the consumer; take for example firms selling agricultural machinery and all sorts of specialties used on the farm. It would not be surprising if special provisions were made in certain cases. It is certain that strong opposition will be encountered from these firms before the Bill receives the approval of the Legislative Council.

There is one serious drawback to the measure which will militate against its success unless support is secured from other Western Provinces, and from the Ontario Government. It is only possible for the Manitoba Government to impose a tax upon mail order houses located right in the Province, whereas probably as much business is being done in Manitoba by mail order houses located in other Provinces. When this was drawn to Mr. Ptolemy's attention, he replied that they could see no possible chance of touching mail order houses whose headquarters were outside of Manitoba. They had this advantage though; they could impose a tax on business done by Manitoba houses outside the Province. It was for Ontario and Quebec, and the other Western Provinces, he said, to take advantage of business done by houses located in their territories, and he had good reason for stating that the Government of Saskatchewan would follow Manitoba. He did not think Ontario and Alberta would be long in imposing a mail order tax too. The latter information was given by Mr. Ptolemy in reply to a suggestion from our representative that the Bill might have the effect of driving mail order houses away from Winnipeg into some other Province, where they could continue to do business in Manitoba unmolested.

Only recently several of the largest mail order houses have established branches in Saskatchewan, and the rest would soon follow suit. Only the passing of similar legislature by adjoining provinces would overcome this difficulty.

R.M.A. Responsible

J. H. Curle, secretary of the Retail Merchants' Association, outlined to the western representative what steps had been taken to achieve this result.

The first step was in this way. In October last, the Winnipeg branch was negotiating with the city to have the business tax abolished or adjusted. At this time considerable data was gathered, showing the amount of taxes paid in Winnipeg by the various professions and businesses.

These tables showed to the satisfaction of the retailers that they were paying taxes out of all proportion to those being paid by wholesalers, the professions, and the mail order houses.

This prompted them to agitate with the Manitoba Government to impose a tax on mail order houses. Preparations were made in camera by the executive, not even the members being acquainted with what was going on.

When the Provincial Treasurer was approached, the deputation of retail merchants went armed with the figures they had compiled to maintain that the mail order houses were doing an enormous business in the Province, yet were not paying an equal share of taxes.

Several arguments were used. Taxes, it was pointed out, were usually based on two things, first on privileges granted, for which a license tax was imposed, and secondly, some other form of tax, gauged by the ability to pay.

Retailers Carried Farmers

The Government was also told that retail merchants had carried the farmers, thus helping towards their prosperity, as well as that of the Province. The farmer in many cases, they claimed, had shown ingratitude by neglecting to pay the dealer, and by sending his cash through the mails.

Another argument advanced, was that the development of the mail order houses affected the growth of the town, and was detrimental to the farmer himself. A case in point was given. In a certain Manitoba town, the merchants were not as aggressive as in other places, thus allowing the mail order houses to capture a goodly portion of their trade with ease. It had been noted that land in that district, as a result, brought a lower figure than in towns where merchants were more efficient, giving better service, and buying in the best possible markets.

Farmers Oppose Bill

As already stated, the Provincial Treasurer was sympathetic, resulting in the Bill as outlined above. The measure is not yet on the Statutes, and there are some who declare it never will be. Already the farmers, through one of their big organizations, have opposed the Bill strongly, declaring that if it passed, the cost of merchandise to the farmer would be increased unduly.

All sorts of difficulties are cropping up, and all sorts of questions being asked. "What is to be done with the small dealer who issues a catalogue to his customers?" is a question often heard. It is understood that a provision will be made exempting all firms doing a business less than $20,000 annually through the mails.

In the meantime, the Manitoba Retail Merchants' Association are backing up their case, and are confident of success. They declare they have been reasonable in their demands, and have tried throughout to be as just as possible with their big competitors.

The following letter has been addressed to other branches of the R.M.A., in order to keep them posted on what is being accomplished in Manitoba:

Winnipeg, Jan. 27, 1916.

T. J. Corley, Esq., Secretary the Retail Merchants' Association of Canada, Inc., Vancouver, B.C.

Dear Sir, Re Mail Order Houses:

I am sending under separate cover a copy of an article on proposed legislation, which will require a tax to be paid on the business turnover of mail order houses.

Our Executive felt that you would be interested, and that you might feel disposed to follow the lead of Manitoba in this respect.

We are of the opinion that the country merchants are not getting away to a fair start, if their competitors are not required to pay a fair share of the taxes to the Provincial or Federal Government.

(Continued on page 43.)

Accessories Featured at Motor Show

Importance of Auto Accessory Industry Demonstrated at Montreal Motor Show—Many Splendid Exhibits by Accessory Manufacturers and Wholesalers — Description of Displays.

UNDER the auspices of the Montreal Automobile Trade Association, the Montreal Motor Show was held in Montreal last week. Incidentally it is the only motor show being held this year in the British Empire.

As an instance of the great growth of the automobile accessory line that has so closely followed the development of the motor industry, may be mentioned the fact that most of the exhibitors present had some sort of an exhibit of accessories and the entire floor space of seven firms was given over entirely to this growing branch of the rapidly increasing automobile industry—a certain enough indication from well-informed quarters of the important part this line plays in the automobile and associated trades.

Previous to the opening ceremonies, on the night of the 22nd a dinner was given by the president and directors of the association to their guests of honor at the Engineers' Club. Piquancy was added to the occasion by the presence of A. A. Dandurand, who brought the first horseless vehicle into Montreal eighteen years ago.

The shareholders of the organization include practically all of the manufacturers and selling concerns of automobiles doing business in the Dominion, and naturally the shareholders are all exhibitors. The exhibits shown cover the entire range of automobile manufacturing as it is to-day, and are well worthy an industry that in so short a time has attained fourth place in the list of North American manufactures, and that will this year produce over one million cars in its 450 factories in Canada and the States.

Seventy-seven cars and trucks were shown by forty-five exhibitors, to say nothing of a vast range of accessories. Their devotion to the principles of the newer salesmanship was shown by these dealers who issue trade tickets to their prospective customers in order that they may attend the motor show and compare all makes before settling on one. This requires confidence of a high order in one's goods.

All ranges of purse and taste may be satisfied in these exhibits, which, however, naturally incline to the tasteful and the artistic in the furnishings and accessories of the cars.

These displays served to call the attention to the vast number of accessory articles that go hand-in-hand with the automobile trade, and that must follow it in the vast volume of their sales. One firm offered a particularly good display of accessories, and did it in such a manner that they lost none of their punch in the presentation. One make of oil was advertised by the forcing of the oil through large glass tube letters that spelt that name. The oil was kept constantly in circulation, invited inspection, and held the attention by the unique quality of the ad. Another firm advertised puncture-proof tires by hanging from one that sat on a bed of sharp nail points a collection of bars of lead, proof positive of the invulnerability of the goods to puncture. The attention was further directed to this fact by the simple announcement in large letters on an attached card: "The weight of this lead is 1,140 lbs." Display boards showed off to advantage the various accessory tools and etceteras. Another board offered a comprehensive survey of some of the raw material that entered into the manufacture of the tires.

Considerable taste was shown by all the exhibitors in their selection of the articles displayed in relation to the manner of the display. Boards were invariably given over to the small parts and tools that would show up well on the dark background of green baize, and that appealed solely for their utility.

The display boards were invariably covered with baize. The more decorative articles were in all cases in handsome show cases, of glass on all sides, and on the shelves as well, so that the highly-polished nickel and brass work of the accessories fairly scintillated in the reflection of the light from clocks and horns and whistles.

Small display cases were given over completely to repairing outfit and material. In all cases these less attractive goods were kept separate from the others. Tins of cement of all sizes and shapes, universal valve insides, tapes and rubber goods suitable for any class of puncture, were all shown, with the tools necessary for rubber repairs.

View at the Montreal Motor Show. Exhibit is by a hardware firm, Larivière, Inc.

One company showed a tasteful line of accessories that were well set off by the tasteful background of counters draped in orange cloth, with lines of black tape along the edges and the whole festooned with automobile tire chains.

Another exhibit showed tires that were labelled "Millenium Tires." The very title arrested the most casual onlooker for a closer inspection by the vivid appeal to the imagination contained in the title.

The advertisement of one exhibitor read: "Important," in large letters, and under that the body of the appeal, which reads: "Whether you own a Ford or a ten thousand dollar car, you will always find in our establishment a complete stock of the up-to-date accessories,

View in Auto Acecssory Section at Monteral Motor Show.

with the assurance of getting the very best service obtainable."

Made Fifty Sales

One Exhibitor described how he had made fifty sales of a large and important accessory by carefully selecting five hundred names for his mailing list and sending them good live copy with a punch to it. He then followed up stubbornly and refused to be shaken off with the result mentioned.

Oils were shown in a great variety of brands, sizes and quality. Emphasis was laid on the trade getting qualities of this line and in the ease with which it and gasoline may be used as catches and feeders for other trade.

Storage batteries are entering more largely into display features for demonstration purposes and they are quite largely featured at this year's show. It is explained by exhibitors that this line may be used to great advantage by dealers as a service proposition and that it is becoming an increasingly important factor in the accessory line. Unlike most accessory lines it must have some attention while in the shelf. It must be charged at intervals but this can be done with ease by a man who has had some experience and by the aid of a small charging outfit.

The importance of the accessories line is agreed upon by all concerned to have been vastly underestimated in the past. At this motor show some exhibits were given over entirely to this line. In the cities shops are springing up that indulge in only one or two or three specialty lines and that make this one of them.

It was particularly noticeable that even amidst this costly collection of motor cars, designed to meet every demand of luxury and of artistic appearance that the accessories outshone them in richness of appearance and general attractiveness from the view point of the onlooker.

WHEELS TURN THE YEAR ROUND

Motor Cars Are Now Used in Winter as Well as in Summer and Accessories Are All-Year Round Sellers.

THERE was a time when the motor car business and the automobile accessories business were looked upon as one season lines. The car was deemed a summer vehicle and only a summer convenience. But that was in the infancy of the motor car. Times have changed and the motor has become more developed. The necessity for winter cars has been the mother of many an invention and now the automobile is a summer and winter convenience.

The fact of the motor car having wheels gave the impression that its use extended from the spring till fall. And that was all that was expected at the start. Then inventors tried their hand at rigging up sleighs which could be propelled in some way which would take the place of horses, but their efforts accomplished little. Wheels were said to be for dry roads and sleighs for ice and snow. Now the runners have been forgotten and the wheels turn all the year around. Some may say that this winter idea is applicable only in the cities. This is not so, the farmer has learned that he can make use of his machine in the cold weather and when the sleighing is good just the same as in the summer time. The wheels with the corrugated tire or with chains carry the car safely over the ice and snow whether it is in the city or in rural parts.

Modern inventions have brought the car into the commercial world. The truck is needed in the winter quite as much as in the summer and the man who buys a car to help him in his business needs its assistance in both winter and summer

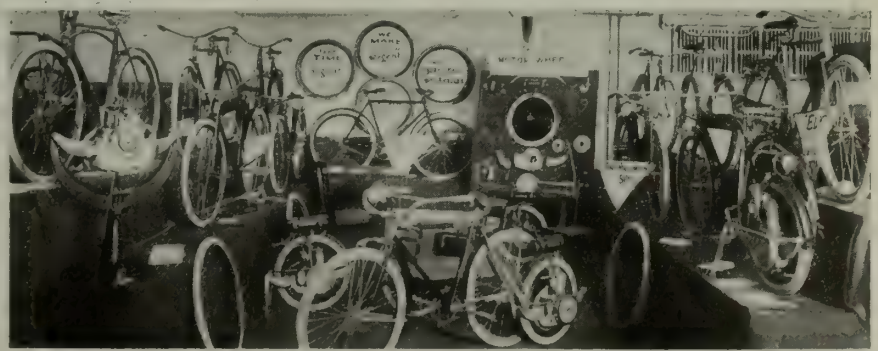
The closed in top, the non freezing liquid for the radiator, the electric heaters, the spark plug made especially for cold weather, these and a hundred other improvements and inventions have extended the usefulness of the motor to twelve months in the year.

Now it is every day that the hardwareman can sell accessories. This department is not "dead" six months in the year—its "alive" to the live merchant and farmers profits which at the outset were not to be had.

The manufacturers this last year or two have helped to keep the accessories business going in the winter by their co-operation with the dealer. Thousands of dollars have been expended on advertising accessories for use in cold weather. All this has helped create sales, sales which are profitable.

AMENDMENT OF PROHIBITED EXPORTS

The Governor-General in Council has ordered as follows: His Royal Highness the Governor-General in Council, under and in virtue of the provisions of sections 242 and 291 of The Customs Act, is pleased to order, and it is hereby ordered as follows:—The exportation of the following goods is hereby prohibited to all destinations abroad other than the United Kingdom, British possessions and protectorates, viz.: Cod oil and other fish oils; mother liquor, containing potash, the product of sugar beets; rags of cotton and rags of cotton and wool mixed.



View of Bicycle and Motor Wheel Exhibit at Montreal Motor Show.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, FEBRUARY 5, 1916 No. 6

BRIEFS

REMEMBER the Convention dates, Feb. 22, 23, 24.

* * *

EVERY HARDWARE merchant should keep a complete set of books.

* * *

THE TREND of the hardware business is towards new kinds of goods and new forms of service. Consumption is enlarged by creative effort that means more comfort and convenience to the public.

* * *

THE PROGRAM for the hardware Convention, announced elsewhere in this issue, is one of unusual and practical interest. There will be good, live discussions on topics of vital interest to the hardware trade.

* * *

HARDWARE AND METAL'S market reports this week announce many important price changes. The merchant who will be in the best position to do business during the coming spring rush, is the one who is now closely studying the market conditions and buying at the most favorable opportunity.

THE LAW vs. NO BOOKS

ACCORDING to a recent decision of the Appellate Division of the Supreme Court, there is no protection for creditors against a trader who, apparently defrauds his creditors and covers up his transactions by failure to keep books of account.

In June, 1915, a Toronto merchant (not in the hardware business) made an assignment for the benefit of creditors, to the Canadian Credit Mens' Association. The merchant had been conducting three large stores in Toronto, having commenced business in August, 1914, with one store. Subsequently he branched out and in January, 1915, issued a statement covering his affairs up to December 31, 1914, in which he showed a surplus of $8,900. The statement of the assignee, prepared at the time of the assignment, five months later showed a deficit in the business of $18,800, making a total loss for the five months of $27,700. The trade liabilities amounted to approximately $75,000.

No record of receipts and disbursements was to be found and the merchant admitted under oath when examined for discovery that no books had been kept. He admitted that it was necessary for any business man to keep books and that it was impossible to tell the progress made unless books were kept, and he was quite unable to explain the very serious discrepancy in his assets. Under the circumstances a warrant was sworn out by the secretary-treasurer of the Canadian Credit Mens' Association, and he was arrested, charged under the provisions of Section 417, Sub-section (c) of the Criminal Code, which reads as follows:—

"Everyone is guilty of an indictable offence and liable to a fine of eight hundred dollars and to one year's imprisonment who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full, and has not, for five years next before such inability, kept such books of account as, according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors."

The case was tried before Judge ———, and a conviction registered. The merchant's counsel, however, requested an opportunity to appeal, contending that the Statute did not apply to the prisoner, in view of the fact that he had not been in business five years. The Judge granted a stated case. The case was argued in the Appellate Court and the conviction quashed. The Chief Justice, in giving judgment, said that the language used in the section was very indefinite and whatever may have been the intention of the legislators, the language employed was not sufficiently clear to cover a trader unless he had been in business five years.

It is the intention of the Credit Mens' Association to take the matter up with the Minister of Justice in an endeavor to secure an amendment to the Statute covering this highly important point and in this connection they deserve the support of all business men. Every merchant should keep a complete set of books. He not only owes it to his creditors, but also to himself and his family. If a merchant does not keep a

proper set of books, he cannot honestly tell whether or not he is making money. Many retailers have been forced out of business through loose handling of business affairs, and neglect in not having a complete bookkeeping system. Few retail merchants will object to any legislation which the credit men may secure to make it imperative that books of account should be kept. The merchant who conducts his business on a sound and legitimate basis has nothing to fear.

In last week's issue of HARDWARE AND METAL there appears an article telling in detail how to keep a correct set of books. Suggested forms for exact bookkeeping are also shown.

UPWARD FLIGHT OF GASOLINE PRICES

THERE have recently been some important advances in the prices of gasoline and benzine—and the outlook is that there will be others. Down in New York and Chicago they are talking of retail prices of 30 and even as high as 40 cents a gallon; quotations in Canada would be proportionately higher. However, although there has been no marked improvement in the market conditions recently, the upward movement appears to have been somewhat checked and the deferring of famine conditions seems to have created a more optimistic outlook. Gasoline in Canada to-day is within 1½ cents per gallon of being double the price in effect seven months ago.

The trouble with the gasoline market is the old one of supply and demand. The broadening scope of the field of utility for the motor has been accompanied by a consumption of the power developing liquid which has grown faster than has the production of the raw material. Under such conditions a rise in value is the logical conclusion; where such a rise will end is problematical.

Reports from the United States are that the total production of gasoline in 1915 was slightly in excess of 1914 but that in spite of this there was an absolute falling off of 50,000 barrels per day during the last six months as compared with the first half of the year. When, in view of these figures, it is considered that there are 2,500,000 automobiles in use in the United States alone and about 1,000,000 being planned for market this year, to say nothing, of gas engines, farm tractors and motor boats it can be readily understood that the future must be regarded with a certain amount of apprehension as to price possibilities.

At the same time it is pointed out that such an increase as there was in the first part of 1915 came almost wholly from fields which yield heavy oils from which the percentage of gasoline is small, while, on the other hand, attention is called to the fact that the great Cushing pool in Oklahoma, rich in gasoline values, decreased from 300,000 barrels per day in May to less than 100,000 barrels a day in December.

The general situation is that while the statistics show that there was a considerable increase in the production of crude petroleum, there was a larger proportion than usual of it which had not high gasoline producing qualities while there was a very large increase in the consumption. Thus while manufacturers commenced the year 1915 with quite large stocks of the finished product, the opening of 1916 finds that not only has the consumption come up to production but that the reserve supplies have been seriously depleted.

THE MOTOR SHOW AND ACCESSORIES

THE Motor Show held last week at Montreal, serves to call the attention of the trade to a rapidly expanding business. Attention is being directed more particularly to the fast-growing accessory field that is constantly being added to by new inventions and the improvement of old ones.

Manufacturers and jobbers in this line profess to see in the hardwareman, especially in the rural districts, the logical distribution of their goods. In this view HARDWARE AND METAL concurs. It is pointed out that the distributor in the past has been too often a type of garage owner who started business with little capital other than a confidence in himself.

The jobbers and manufacturers now seek to replace this type of man by business houses of established integrity. It is in this need of theirs that a real opportunity exists for Canadian hardwaremen to capture a fast-growing industry that is as yet, in spite of its size, only in its infancy.

DISTINCTIVE STAMP NEEDED

THERE is so much similarity between the new three-cent stamp and the regular two-cent stamp that either may readily be taken for the other. The new stamp has merely the figure "1" to distinguish it. From a public standpoint this is very unsatisfactory and should receive immediate attention.

The delay in issuing a three-cent. stamp after the changes in postal rates came into effect, was credited to the International Postal Union requirements. Samples of new stamps are required by the Union before the stamps are offered to the public. It was to avoid these requirements that Canadian letters for out-of-town delivery required two stamps until the present three-cent issue came into vogue. The present three-cent stamp, being so closely akin in appearance to the two-cent stamp, escaped the Postal Union demands.

While this is an appreciable improvement over the former method of using two stamps, it could be greatly improved by being a distinctive color, just as the three-cent stamp was distinctive eighteen years ago when the cost of mailing letters was the same as it is to-day.

WHAT OTHER PAPERS SAY

PETER TUMBLEDOWN IN BUSINESS

From The Hardware Bulletin

For years a popular farm paper has editorially featured a familiar character bearing the significant name of Peter Tumbledown. He is supposed to be a farmer, but we are sure that he is also "keeping" a hardware store.

This type, in fact, is altogether too common in the retail business. It is composed of two classes.

One had no previous experience, but has decided to break into business and "take it easy."

The other is made up of men who for one reason or another have gone to seed.

In the stores of either class you will find piles of unopened trade papers, running back into last year.

Such stores generally look rather run down at the heel, but the suggestions of the traveling salesman and the ideas, hit upon by a chance glance in a trade paper, come to naught with the proprietors.

"Might do for some places, but won't work here," they say.

If a competitor makes good with these same ideas their comment is "Bull headed luck."

Such dealers will generally tell you that the associations are no good. Sometimes they join for the insurance and never attend a convention, but these are surest of all that the associations have no real value to the retailer.

It is from such merchants that those who make it a business to knock the local stores select their so-called "typical retailer."

The Peter Tumbledown kind of retailer has been so much in the public eye, and has antagonized so many consumers by his peculiar merchandising that the larger class, who are doing business in a craftsmanlike way, are more or less injured by it.

This demoralizing element in the retail trade could be greatly minimized if manufacturers and jobbers were not so ready to gamble on the chances of these amateur merchants.

A good share of the failures come from this class, and yet we know of such merchants with very little cash back of them buying sizable stocks of goods and setting up in business without a dollar in real money.

All this may have to adjust itself, but manufacturer, jobber and retailer will have less loss and trade demoralization to withstand when more attention is paid to the financial and business ability of those who would become merchants.

* * *

WHAT THE INVENTORY DISCLOSED

From Credit Men's Bulletin

A retailer, in discussing his affairs with a creditor in whom he had every confidence, dropped the remark that he could not understand why his profits did not respond to his increased business. It ought, he said, to have given him a better bank balance, and made it easier than heretofore to meet his accounts as they fell due.

"The inventory ought to answer these questions, and more, too," said the creditor. "Have you taken an inventory lately?"

The retailer admitted he had been a little slack in this matter, and also perhaps had never analyzed his inventory figures to get the full value out of them. He promised himself and his creditor friend to get at the inventory immediately.

What was the result? In the first place his inventory revealed that his stock had increased at a much more rapid rate than his business. During his first year he had done a business of $25,000 on a stock never larger than $7,000. True, he had increased the amount of sales to $30,000, but had done it on a stock nearly twice as large, or $12,000. Thus, while his volume of business increased 20 per cent., his stock in hand had increased by 71 per cent.

But this was not all he made out of his inventory. He discovered that his expenses had jumped up to 20 per cent. of his gross sales, and that he had been making a substantial error in calculating his profits on the cost of goods instead of the selling price. Now he understands the ideal which his creditor set before him—to do a maximum business with a minimum of investment, which he sees is practically an impossibility except an inventory be taken frequently.

* * *

WHAT IT COSTS TO BE INDEPENDENT

From American Artisan

There is more than one way of missing profits in the retail hardware business—or for that matter in any retail, wholesale or manufacturing business—but one of the most common ways of doing so, and still less considered, is that of assuming an imaginary independence.

Here we have for instance a hardware dealer. He doesn't get along very well with the other hardwaremen in his town. In fact, he has nothing to do with them and yields them only the barest imitation of a nod when he meets them on the street. He tries to make capital of the fact that he is "independent," "doesn't belong to the Association and therefore isn't bound by agreements as to prices, etc."

He carries fire insurance. Being the sort of man he is, it is quite probable that he wouldn't carry any, because, as he says, "he doesn't believe in cooperation"—and what else is fire insurance? But he has to carry fire insurance, because no wholesaler or manufacturer would extend him a line of credit if he didn't.

So he buys the most costly fire insurance he can find—because he "simply won't have any one dictate to him as to how he shall run his business"—meaning that he isn't willing to work with any other hardware dealer for their common good. He buys the "old time" fire insurance and pays premiums that are from 25 to 100 per cent. higher than is necessary.

In the report of the Pacific Northwest Hardware Mutual Fire Insurance Company, which is affiliated with the hardware dealers' association in that section, a number of instances are shown where members have saved in policy premiums for fire insurance on their stocks all the way from one to two hundred dollars a year.

This saving is a direct net profit—and the "independent" hardware dealer, by assuming his attitude of being "wiser," just passes up this opportunity of saving each year several times the small amount he is required to pay in membership dues to the state organization.

There are many other ways in which the "independent" dealer misses direct profits, and probably there will always be some of these "independent" hardware dealers, for it seems a providence of the powers that be that there must always be a certain percentage of foolish folk to make this world uncomfortable to live in.

* * *

READING TRADE PUBLICATIONS DESIRABLE

From The Credit Men's Journal

The value of knowing trade conditions throughout the territory in which his firm is doing business is of the greatest benefit and value to the credit man.

There are many methods by which this data can be gathered, but few equal in value the careful scrutiny of the commercial pages of up-to-date newspapers, the trade press, and the bulletins issued by the different departments of the Dominion, as well as the Provincial Governments.

The question of time to consult these mediums is one that is of prime consideration to the average man in charge of a credit department. The multitudinous duties that fall to this end of most businesses make the leisure hour for concentrated thought very difficult to get. But it should be got. Where the press of details keeps a man's mind constantly engaged, his ability to develop new policies, to initiate new movements, to improve his department and all departments of his house is impaired. Time for thought, for studying of conditions, methods, improvements, etc., is just as essential in all realms of commercial life as in scholastic circles, and the best equipped man is the man who takes the time to think out the problems, to study new policies and to concentrate his mind on the needs and requirements of his business for tomorrow, as well as the needs of the immediate hour.

* * *

GAINING OUR FREEDOM

From Montreal Star

Mightily encouraging are the accumulating evidences of the industrial emancipation of this country. The latest of these is an Ottawa despatch to a New York paper predicting the establishment in Canada within a short time of facilities for refining millions of dollars' worth of nickel matte from Sudbury, every pound of which has hitherto been shipped in a raw state to New Jersey and there refined.

It has long been one of the economic anomalies of this country that the finished products of many of the raw materials which we produce in greatest abundance and of the finest quality have to be brought back in a finished state and paid for by the Canadian consumer, with the cost of transportation and frequently of duty added to that of manufacture. Similarly Australia, although one of the greatest wool producing countries on earth, has until recently imported by far the greater part of her woollen textiles.

But our sister dominion, like ourselves, has been jolted out of this easy going method by the war. Her supplies of wool cloths being seriously interfered with, she has begun the task of providing for her own needs from the overflowing stores of raw material at hand.

If the war is doing nothing else for us, it is teaching us to be more self-reliant, more willing to "take a chance" on doing for ourselves many things which we have hitherto paid others to do for us.

* * *

EDUCATIONAL SALESMANSHIP

(From American Paint and Oil Dealer.)

It is an axiom in the retail world that higher prices of any commodity mean a slackened demand. When eggs are forty cents a dozen Mrs. Consumer makes three of the ovoids do the work ordinarily done by a dozen. When butter is "up" the size of the chunk you get at the restaurant is "down." But this condition applies to the realm of paint and varnish least of all. It applies not at all when the retailer is fully alive to the situation.

Paint prices are up. How can you, Mr. "A. P. O. Do-er," offset the tendency to reduce purchases on the part of your customers?

The answer is—"Educational Salesmanship." And it's a simple proposition.

The increased price which you must get now for your paint and varnish will amount to very little on the total bill of any painting job. Three-fourths of the cost of the job is for labor. Suppose that the material costs 10 per cent. more. The increase of 10 per cent. on material amounts to an increase of only 2½ per cent. on the cost of the entire job. For instance, if a job cost $100 two years ago the increased cost of materials now, on a ten per cent. basis, would make that same job cost $102.50 to-day.

Would that $2.50 added cost really prevent any sane property owner from preserving and beautifying his home?

Think it over. And then use it in your business.

Making Show Cards Doubly Attractive

By Using Illustrations Taken From Advertisements in Hardware and Metal, Show Card Writers Have Overcome a Former Difficulty—Three Attractive Show Card Suggestions.

By T. O. CRAWFORD

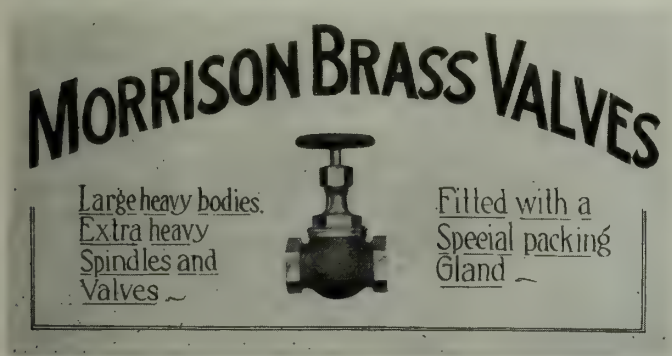
THE three show card suggestions shown on this page are good examples of cards which may be prepared with a minimum of labor and expense.

The illustrations used in preparing the cards have been taken from advertisements which have appeared in the advertising pages of recent issues of Hardware and Metal. The lettering can be easily executed by any clerk or window-trimmer who is willing to devote a little time and care to this portion of the work.

The cards, when completed, can be used a great many times, if they are properly cared for. They will prove very useful for window or interior displays, or with special displays of the goods featured on the cards.

A number of attractive illustrations appear in every issue of Hardware and Metal. Some of the illustrations may be used in preparing show cards for immediate use. Others can be prepared now and used at later dates.

The month of February is usually a quiet one in the hardware store. Window trimmers have plenty of spare time which they could use to advantage in preparing window cards, etc., for use later on when the spring rush commences.



The illustration used in preparing the above show-card suggestion was taken from an advertisement which recently apeared in Hardware and Metal.

How to Make Cards

The illustrations used in preparing the paint card shown on this page were taken from advertisements which appeared on pages 36 and 37 of the January 29 issue of Hardware and Metal.

The illustration of the painter was cut from the advertisement and squared off at the bottom. The figure was then pasted on a sheet of plain white cardboard measuring 12 by 18 inches. The C. P. Trade mark was also cut from the advertisement and pasted on the card, in the position shown in the reproduction.

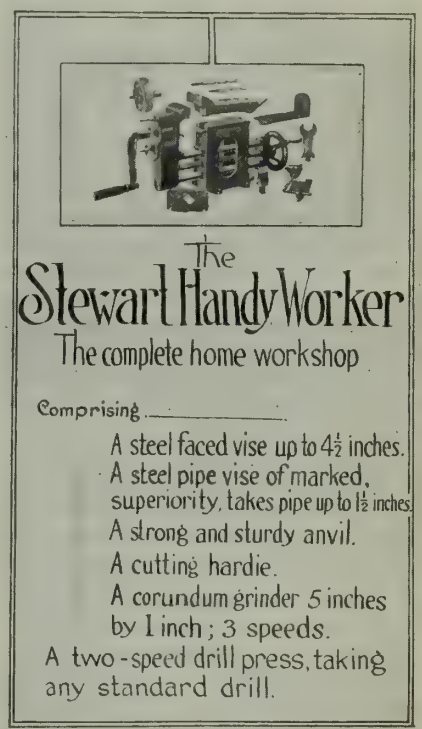
The lettering of the first line of words, "The Canada Paint Trade Mark," is outline work. The letters were first outlined with a stub pen and then filled in with a small brush. The wording of the second and third lines was done with a No. 2 round writing pen. The wording "Ask for color card," on the bottom line was done with a stub pen. The latter pen was also used for ruling purposes.

A card of this kind is particularly appropriate for paint window displays, or for the purpose of attracting attention in the paint department.

The "Morrison Brass Valves," card measured 11 by 21 inches. The illustration was taken from an advertisement which appeared on page 10 of the Jan. 22 issue of Hardware and Metal.

Heavy black lettering was used for the heading on this card. The lettering is known to cardwriters as brush stroke block. A No. 6 red sable brush was used for doing the work on the heading. A No. 2½ round writing brush was used for the balance of the lettering. The illustration of a globe valve stands out prominently on the card. The illustration was first cut from the advertisement. It was then centred on the card and applied with a thick white paste. On the original the illustration, even at close range, looks as though it was printed on the show card and only by a close examination is it possible to detect that the illustration has been pasted on. The ruling on this card was done with a stub pen.

The illustration used in preparing the "Stewart Handy Worker Card" was taken from an advertisement which appeared on page 11 of the Jan. 29 issue of Hardware and Metal.



The illustration used in preparing the above show-card suggestion was taken from an advertisement which recently appeared in Hardware and Metal.

The illustration used in preparing the above show-card suggestion was taken from an advertisement which recently appeared in Hardware and Metal.

EVENTS IN THE TRADE

Salesmen's Convention

Fergus, Ont.—Beatty Bros., Ltd., sales staff, last week, held their annual convention at the head office here.

Represents Sheffield Firm

John B. Keeble, of Ronuk, Limited, 53 Yonge Street, Toronto, has been appointed representative for Canada for Thos. Ellin & Co., Ltd., Sylvester Works, Sheffield, England, manufacturers of table and pocket cutlery, scissors, razors, spoons and forks, electro-plate, joiners' tools, etc. Mr. Keeble will carry a complete line of samples.

Winnipeg Bonspiel

Among the Winnipeg manufacturers who have taken space at the Home Products Exhibition, held in connection with the forthcoming bonspiel, are Sherwin-Williams, Ltd.; G. F. Stephens & Co., Ltd.; the Winnipeg Paint and Glass Co., and a large number representing other lines.

New Western Manager

The James Smart Mfg. Co., Ltd., announce the appointment of William P. Millar, as manager of their Winnipeg Branch, in succession to the late William Sutherland. Mr. Millar was formerly manager of the stove and furnace department, and has an intimate knowledge of all branches of the business; he has also had several years business experience in the Northwest, and is fully informed on Western trade conditions and requirements. One Winnipeg branch is now located in the Cockshutt Building, Corner Princess St. and Alexander Avenue, Winnipeg.

Obituary

Winnipeg, Man.—The death occurred here of William Sutherland, for many years manager of the Winnipeg branch of the James Smart Mfg. Co. The late Mr. Sutherland was an old-time hardwareman. He was for some time in the retail hardware business at Brockville, Ont, after which he was for several years buyer for the James Smart Mfg. Co. of that place. Some twelve or fifteen years ago Mr. Sutherland was transferred to Winnipeg as Western manager, having charge of all territory from the head of the Great Lakes to the Pacific Coast. The late Mr. Sutherland had a wide circle of friends in the Western hardware trade, gained through his many years' association with the trade.

Hardwaremen Elected to Board of Trade Offices

Blake L. Booth, Welland, Ont., has been elected vice-president of the Board of Trade.

C. C. Cole, of Cole & McMurray, Niagara Falls, Ont., has been elected president of the Board of Trade.

C. F. R. Taylor, of Taylor Bros., Carleton Place, Ont., has been elected secretary of the Board of Trade.

D. Findlay, of Findlay Bros., Carleton Place, Ont., has been elected to the council of the Board of Trade.

Jas. S. Neil, Fredericton, N.B., has been elected president of the Board of Trade.

F. J. Cragg, of Cragg Bros., Halifax, has been elected to the council of the Board of Trade.

Galvin L. Stairs, Halifax, N.S., has been elected to the council of the Board of Trade.

J. D. MacDonald, manager, Calgary Paint and Glass Co., Calgary, Alta., has been elected to the council of the Board of Trade.

Industrial

Toronto, Ont.—The Canada Metal Co. have been granted a permit to build a $4,000 shot-tower at their factory on Fraser avenue.

London, Ont.—The Perkins Gasoline Engine Co., or Mishawaka, Ind., have started operations at their plant recently established here.

Toronto, Ont.—The Canada Pipe & Steel Co. ask permit to make a substantial addition to their machine shop on Atlantic avenue.

Toronto, Ont.—The Dunlop Tire and Rubber Co. have made application for a permit to build an addition to their factory on Booth avenue.

Gananoque, Ont.—The Steel Company of Canada have taken over factory of the Gananoque Bolt Co., and will install a drop forging equipment.

Toronto, Ont.—The Universal Tool Steel Co. will construct a one-storey brick addition to its plant on Dufferin street. Estimated cost, $7,000.

Windsor, Ont.—The Universal Stove & Furnace Co., contemplate erecting a plant here or in Walkerville.

Death of A. B. McColl

Toronto, Ont.—The death took place at his residence, 289 Carlton Street, on January 29, of Angus B. McColl, founder of McColl Bros. & Co., Toronto. He had been suffering from hardening of the arteries and heart trouble for the past eight or nine months, and recently paralysis set in.

Mr. McColl's illness was aggravated by the absence of his son, Major E. L. McColl, who went to the front with the first contingent of Canadian Artillery, and who is now in France.

For years Mr. McColl was a member of the Board of Trade, St. Andrew's, Caledonia, and Freemason societies.

The late Mr. McColl was born in Kimelfort, Argyleshire, Scotland, in 1834, and when about ten years of age came to Canada with his parents. For some years Mr. McColl conducted a seed and nursery business at London, Ont.

In 1878 he moved to Toronto, where he founded the lubricating oil business, which through his efforts grew to be one of the largest private oil companies in Canada. As the business developed, he took into partnership his younger brother and the firm became McColl Bros.

New Incorporations

The Prescott Mfg. Co., has been incorporated at Ottawa, with a capital of $200,000, to manufacture all kinds of abrasive wheels, etc., at Prescott, Ont.

The Perfection Tire & Motor Co. has been incorporated at Toronto, with a capital of $1,500,000, to manufacture automobiles and accessories, at Hamilton, Ont.

The Granville Vulcanizing Co. has been incorporated at Victoria, B.C., with a capital of $10,000, to carry on business at Vancouver, B.C.

Munitions and Machinery Co. has been incorporated with a capital of $100,000, to manufacture munitions at Sorel, Que.

The Canadian Meter Co. has been incorporated at Ottawa, with a capital of $200,000, to manufacture meters of every description, also all kinds of measuring devices for water, gas and electricity, etc. Head office is at Hamilton, Ont.

The Chalmers Motor Co., of Canada, Ltd., has been incorporated at Ottawa, with a capital of $100,000, to manufac-

ture motor cars at Windsor, Ont. Incorporators: Hugh Chalmers, Clarence A. Pfeffer and S. H. Humphrey, all of Detroit, Mich.

Canadian Steelwork, Ltd., has been incorporated at Ottawa, with a capital of $5,000, to manufacture structural steel, etc., at Welland, Ont. Incorporators are: R. W. Knight and J. A. Cowan, of Welland, Ont.; also F. R. Schneider, of of Pittsburgh, Pa.

Wilson Munitions, Ltd., has been incorporated at Ottawa, with a capital of $50,000, to carry on business as mechanical engineers and build all kinds of machinery and munitions. The head office is at Toronto.

Western Canada Notes

F. C. Carmen is travelling in Western Canada in the interests of the Interstate Novelty Co., Toronto, and the Cauada Dry Cell Co., Winnipeg.

Chas. Wood, sec.-treasurer of the Prairie City Oil Co., Ltd., Somerset Block, Winnipeg, has been at the Pacific Coast for a vacation, staying there several weeks.

L. R. Baker, manager of Canada Dry Cells, Ltd., Winnipeg, who has been with Mrs. Baker on a business and pleasure trip throughout the East for the past month, has returned to Winnipeg.

The 1916 directory for Winnipeg issued last week shows that there are 45 people in that city who were in the directory 45 years ago. Among the names noticed is that of J. H. Ashdown of the J. H. Ashdown Hardware Co.

Beatty Bros. who have an office in Winnipeg, sent their western travellers for a convention to be held at head quarters in Fergus, Ont. Those present from the West were Alfred Wylie, W. A. Johnson, Winnipeg; W. J. Calvert, Russell, Man.; E. V. Wigle, Moose Jaw, Sask.; C. J. Ottman, Saskatoon, Sask.; and J. K. Craig, Calgary.

Personal

D. Mistele, hardware merchant, Rodney, Ont., while taking stock last week had the misfortune to have a heavy case of galvanized iron fall on him, breaking two bones in his left leg below the knee.

J. C. Love, of the Love Hardware Co., London, Ont., underwent an operation in a Hamilton hospital this week.

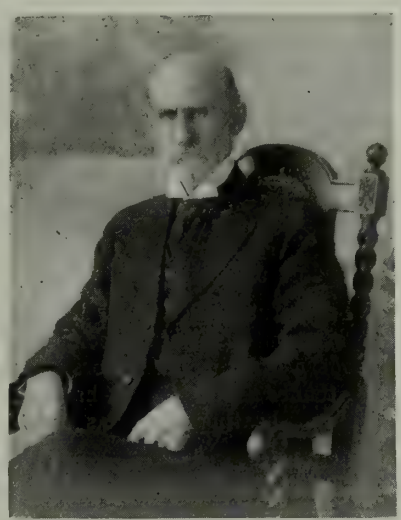
Dave Crothers, for the past year with J. A. Brownlee & Co., London, Ont., and prior to that time with the Geo. Taylor Hardware Co., Cochrane, has been appointed manager of Harry Parson's new hardware store at Orillia.

J. H. Plummer for the past six years president of the Dominion Steel Corporation has retired from the active management of the company in order to take an extended holiday in Europe for the benefit of his health.

Mark Workman, a prominent financier of Montreal, Que., has been appointed president of the Dominion Steel Corporation in succession to J. H. Plummer who has resigned.

L. M. White, manager of the accessory department of Wood, Vallance & Leggat, Vancouver, was in Winnipeg last week conferring with the manager of the auto accessory department there regarding plans for the coming year.

Major J. C. Gillespie, formerly buyer for Wood, Vallance, Ltd., Winnipeg, and one of the best known hardwaremen in Western Canada, has been home on leave from Shorncliffe, England, and



WILLIAM P. MILLAR

Manager Winnipeg Branch The James Smart Mfg. Co.

is assisting Colonel Cantile in mobilizing the new 179th Battalion.

W. F. Bilger, for a number of years connected with the advertising department of the T. Eaton Company will undertake the duties of advertising manager of the Canadian Consolidated Rubber company, succeeding R. W. Ashcroft who takes a similar position with the United States Rubber company.

NEW COLT OFFICIALS

Samuel M. Stone was elected a vice-president and Harold D. Fairweather was appointed assistant treasurer of the Colt's Patent Fire Arms Manufacturing Company at the January meeting of the directors.

Mr. Stone has been sales manager for the Company for a long period. By his election the Company has three vice-presidents. Colonel William C. Skinner is first vice-president and chairman of the board of directors and Frank C. Nichols is also a vice-president.

Mr. Fairweather has been connected with the Company's bookkeeping department for several years.

HARDWAREMAN TAKES OLD CARS IN EXCHANGE

Motor car accessories are becoming more and more hardware lines. The garage, the car owner finds, is not always the most advantageous place to deal and that the hardware merchant supplies his needs to a nicety. The automobile is also being successfully handled by the same men. W. Walker & Son, hardware merchants, Yonge St., Toronto, for instance, are dealing both in motor cars and accessories. Their choice of cars being two popular low-priced motors.

Though the automobile season has not yet opened, Walkers have met with considerable success with this enterprise, and have already placed several cars this year.

One of the main features of selling cars is that the purchaser will naturally start buying his oils, greases, gasoline, tools, etc., from the same merchant, creating almost daily business for the hardware man.

The method used by some merchants to secure prospective automobile buyers is to find out who are trying to dispose of old cars. Invariably these people are selling with the object of getting a more up-to-date motor. A sale is often effected by helping the prospective buyer to dispose of his present machine or to buy it from him, allowing the figure agreed upon to apply on the purchase price of the new automobile. This plan is followed by Walkers and they state it has been found to be very successful.

CATALOGUES AND BOOKLETS

Issued Calendar

The Dominion Gypsum Co., Ltd., 510 Electric Railway Chambers, Winnipeg, put out a handsome calendar the beginning of the year, which they would be glad to forward to anyone interested in wall plaster, lime or cement.

F. E. Myers & Bro. Calendar

F. E. Myers & Bro., Ashland, Ohio, have issued a 1916 calendar. As in previous years, the calendar, in poster style, features the products of the company, and can be used as a ready reference. Hardwaremen who have not yet received the calendar will be supplied upon request.

Convention Programme Announced

Many Important Matters to be Dealt With—All Have an Important Bearing on Hardware Trade—Price Maintenance and Price-Cutting Tactics Will be Discussed Freely

THE program for the Ontario Retail Hardware and Stove Dealers' Association to be held in Toronto on Feb. 22, 23 and 24, is announced in a panel in this issue.

Reference to the program indicates that a number of questions of considerable importance to the retail hardware trade will be discussed by the members of the association. In addition to the subjects referred to in the program there will be many others taken up at the question box sessions. A good question box session is one of the most interesting and practical features of a hardware convention.

Discussion of Price Maintenance

The question of price maintenance, and how to avoid the cutting of prices below the legitimate profit line, is a subject that will create a great deal of interest among all present at the convention.

"Price maintenance" is always a real live subject when it is being discussed by retailers. Price-cutting below the legitimate profit line is one of the evils of the retail business, and any preventive measures which may be instituted will prove helpful to the retail trade in general. Only by getting together and co-operating can the retailers hope to rid themselves of the price cutting evil. The low prices quoted by mail order houses, and department stores for leaders, will also be discussed and remedies suggested for overcoming this class of undesirable competition.

Consideration of Firearms Legislation

The law at present prohibits the sale of revolvers or air guns to all except those who have secured a permit from a duly authorized officer of the peace. Some retailers feel that the present law is unfair, while others support the law. The question will be threshed out at the convention.

Workmen's Compensation Act

The working of the Workmen's Compensation Act in relation to members of the hardware association, will also be taken up in detail. At last year's convention an official of the Workmen's Compensation Commission addressed the convention and explained the workings of the Act.

Hardware and Metal announced two weeks ago that there would be in the near future a reduction in the rates charged in connection with the Workmen's Compensation Act. This news was welcomed by a great many retail hardware firms who come under the provisions of the Act.

Question Box for Associate Members

The question box session for associate members, on Wednesday evening, should prove one of the livest sessions of the convention. Since the last convention a large number of travelers have joined as associate members of the association, and they will have an opportunity of taking part in the discussion on Wednesday evening.

Tenders on Hardware, Etc.

In the near future Secretary Macpherson will send out plans and specifications for a modern dwelling. Members will be asked to tender seperately, on hardware, tinsmithing, heating, etc., as per the sample specifications. The tenders will be opened at the morning meeting on Thursday, and there will in all probability, be considerable difference in the prices quoted by various members. This feature should be one of the most interesting of the many to be taken up at the convention. The idea of asking for tenders, was carried out in a small way at last year's convention, and proved so interesting that the officers of the association decided to take the subject up in a large way at the 1916 meeting.

Plans and specifications will be prepared in such a manner that there should be no confusion over the grades or numbers of the items on which prices are called for.

Proper Installation of Hot Air Heating

The discussion on how to properly instal hot air heating systems, should bring out many new ideas of inestimable value to all retailers who instal heating

King Edward Hotel, Toronto, Conven tion Headquarters on Feb. 22, 23. 24.

systems. The question is one that will interest many members of the association. "How to prepare estimates for the installation of heating systems," is another subject that will be followed with interest by all retailers interested in the heating business.

Increasing Trade Through Parcel Post

Ways and means to make the parcel post of more use to retailers in increasing their trade will be discussed at the Thursday morning session. Some members of the association have tried a number of times to secure business by using the parcel post. They will probably relate their experiences at this session.

Increasing Service to Members

The additions to the "Service to Members," during the past year, have been favorably received by the trade. It is proposed to introduce a number of new features and it is expected that members attending the convention will have a number of good suggestions to offer.

Special arrangements will be made with the railways for transportation. Details will be announced in the very near future.

PROPOSED MAIL ORDER TAX

(Continued from page 33.)

We recognize that our members should be assisted in the adoption of up-to-date business methods, and that our associations should go as far as possible in assisting them to finding the best possible market in which to buy their goods.

While efficiency is a favorite term used by the wholesaler in telling the retailer how he should conduct his business, nevertheless we think that after he has started on equal terms with the mail order house, as to taxation, he will find that the cost of the goods will be a very important factor in determining just how well he will be able to meet competition.

I invite any suggestions that you may have to offer in handling this great question.

J. H. CURLE.
Secretary.

DISCARDED CREDIT SYSTEM

Red Deer, Alta.—The Day Hardware Co., is swinging into line on the strictly cash basis. The trend of modern business methods demands the elimination of all sources of waste and inefficiency, and the Day Hardware Co. believe that the credit system is one prolific cause of increasing the high cost of living.

Hardware Convention Program

The eleventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association will be held at the King Edward Hotel, Toronto, on Tuesday, Wednesday and Thursday, February 22, 23, 24. The program follows:

(TUESDAY)

1 P.M.
Meeting of Advisory Board.

7 P.M.
Meeting of Executive Committee and Appointment of Convention Committees.
Reception and Registration of Members

(WEDNESDAY)

9 A. M.
Registration of Members and Distribution of Badges in Convention Offices—Second Floor King Edward Hotel.

10 A. M.
Opening Session of Convention in Banquet Hall—King Edward Hotel—Open to Members and Associate Members.
Reception of Visitors to Convention Including Honorary Members and Trade Representatives. Short Addresses.
President's Address.
Report of Executive and Advisory Committees.
Secretary's Report.
Treasurer's and Auditors' Reports.

2 P. M.
Members' Meeting—Report of Secretary on "Service to Members"—Discussion as to Extension and Improvements in Service.
Discussion on Price Maintenance and how to avoid cutting of prices below legitimate profit line.
Consideration of present law regarding sale of firearms and ammunition, and it's effect on the hardware dealer.
Consideration of working of Workmen's Compensation Act in Relation to our members.
Receiving Reports of Committees.

8 P. M.
To be devoted to Question Box, and consideration of Trade Problems—Open to Travellers and Associate Members. (Free and Easy.)

(THURSDAY)

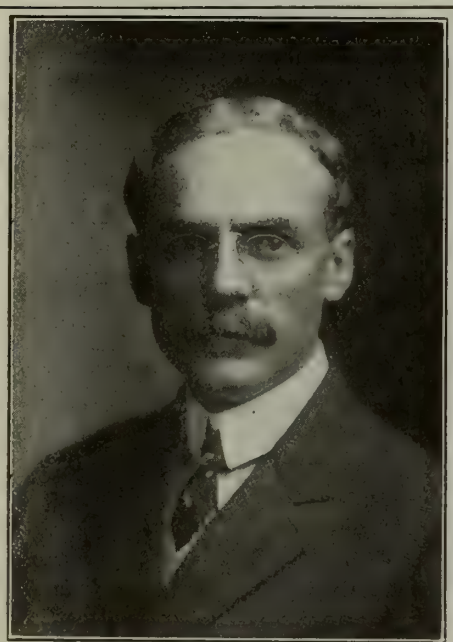
9 A. M.
Receiving Reports of Committees—Consideration of Tenders on Hardware, Tinsmithing and Heating as per sample specifications furnished, and discussion on same.
Discussion on Proper System of Installation of Hot Air Heating Systems—and how to prepare estimates for same.
Consideration of Methods to Increase Trade Through use of Parcel Post.
Question Box Session.

(THURSDAY)

2 P. M.
Election of Officers.
New Business.
Question Box.

The Martin-Senour Company, Limited, enter upon a new era of progress and expansion

General view of Montreal Paint and Varnish Plants of the Martin-Senour Co., Limited.



Z. E. MARTIN
President of the Martin-Senour Co., Limited

Mr. Martin is Canadian-born, his parents being United Empire Loyalists who migrated to Canada at the time of the American Revolution, locating near Knowlton, Que., where Mr. Martin was born and lived on a farm until eighteen years of age.

After graduating from Knowlton Academy he went to Chicago, and there joined the Sales Staff of the Company which was then known as the Senour Mfg. Co.

This was the beginning of a successful career in the paint business, and his sterling worth brought him rapid advancement from salesman to sales manager, to vice-president, and finally to president of the company, which then became known as The Martin-Senour Co.

Under his able direction the company made wonderful progress, and when looking for new fields to conquer, he naturally turned to the place of his birth, creating The Martin-Senour Co., Limited, of Canada, a venture which has since been crowned with signal success.

Mr. Martin is thoroughly versed in every department of the business. He is Past President of The Paint Manufacturers Association of the United States, and his large acquaintance with the Paint trade extends from coast to coast. He has many close friends in and out of the Trade, and a warm spot in his big heart for his native country, the Dominion of Canada.

A Ten-Year Résumé of Wonderful Development of a Splendid Canadian Paint and Varnish Industry

IT is just ten years ago that the Martin-Senour Co., Limited, broke ground in Canada, and at that time the most optimistic could scarcely have foreseen the wonderful progress and development which has taken place during this short decade of years.

The Martin-Senour Co. had previous to that period occupied a prominent place among the leading manufacturers of paints and varnishes in the United States. Mr. Z. E. Martin, the president of the company, under whose direction the company had made marked progress, being a Canadian by birth, naturally turned his eyes to his native country for new fields to conquer. In January, 1906, the Canadian company was organized, and the business of the Wm. Hill Co., of Montreal, jobbers and retailers of paints and painters' supplies, was purchased. Mr. Hill's connec-

W. H. GERKE
Vice-President and Managing Director of the Martin-Senour Co., Limited

Mr. W. H. Gerke has the ideal requirements for the position he fills, and the special brand of paint knowledge which he possesses has been gained from years of actual experience among the mills and the mixers, the color room and laboratory of a paint factory.

Twenty-six years ago he started at the bottom of the ladder in the factory of The Senour Mfg. Co., Chicago—a lad with a big ideal and a determination to win. He gradually worked his way through every department, and endeavouring to master every detail of the business, he studied Chemistry and the scientific side of paint making at Night Courses at the Lewis Institute of Technology, from which he graduated.

Later he became Foreman in the various departments, and finally Superintendent over the entire Chicago Factory, and was sent to Montreal to organize the Martin-Senour Co., Limited, which was done in such a thorough manner that he was given the full management of the Canadian business.

The splendid past and still more promising future of this Organization is a monument to his ability and business acumen.

Mr. Gerke was born and reared in the City of Chicago, and has become a naturalized Canadian since associating himself with his Company's interests here. He is thoroughly likeable and well liked, having a host of friends in and out of the trade.

One of the rows of mills of the most modern type where the paint pigment is ground to impalpable fineness.

tion with the paint industry of Eastern Canada is well known and dates back to the early sixties, when paints were prepared by means of a hand muller as they were required on the job. Liquid or prepared paints were in those days almost unknown. Mr. Hill retained active interest in the Martin-Senour Company, and only retired in August of last year after a long and honored business career.

After disposing of the stock and assets of the Wm. Hill Co., the Martin-Senour Co., Limited, established a factory located on Inspector Street, Montreal, where the manufacture of the principal lines was carried on, and those on which the sale was limited were for the time being imported into Canada from the Chicago factory. In July, 1909, these premises were found to be too small, and the factory was moved to larger quarters at Mount Royal Avenue and Drolet Street, where about double the old floor space was available. Here the manufacture of the complete line of Martin-Senour paints, stains, enamels, fillers, etc., was carried on. Since that time on, all the products of the company have been "Made in Canada." In March, 1910, the opening was announced of a branch warehouse at Toronto, situated at 215 Victoria Street, where a large stock of goods could be carried at all seasons to adequately serve a fast growing Ontario trade. In 1912 the assets of the Maritime Paint and Varnish Co., of Halifax, who were then jobbing Martin-Senour products, were purchased, and the business is now conducted as a branch distributing warehouse for the Maritime Provinces and Newfoundland. In the same year about an acre of ground was purchased and a new and up-to-date varnish factory was immediately erected. In 1913, owing to the tremendous growth of the business west of Fort William, a factory was erected in the City of Winnipeg, in order to relieve the Montreal plant, which was being worked to its capacity limit, and also enabling the company to render better service to the dealer agents in the Prairie Provinces.

In 1914, just prior to the beginning of the war, plans were completed for the erection of an entirely new and up-to-date paint factory at Greenshields Avenue and Beaumont Street, on the site of the varnish factory. Despite the war and the unsettled conditions and business uncertainty, these plans were gone ahead with, and a few months ago the company moved into their fine, new, modern manufacturing home, where the floor space is more than double that of the two factories previously occupied. The situation is ideal, train sidings running right to the buildings, where raw materials can be brought in with the minimum amount of handling and car lots loaded out with despatch for distribution.

The new plant is a modern, fire-proof structure of cement, brick and mill construction, and is equipped with the most modern paint-making machinery. Every facility for the successful carrying on of the immense business the company now

Sectional view of the Tinting Department, showing some of the tanks used for mixing the various shades required.

Store room and Packing Department, where thousands of gallons of manufactured products are kept ready for prompt shipment.

J. A. NAUD

Mr. J. A. Naud has had a long and successful experience in the Paint business in Canada, having been Manager of the Wm. Hill Co. before its absorption by The Martin-Senour Co., Limited. He took an active part in the organization of the latter Company here, and is the pioneer of the Canadian Staff. To Mr. Naud's energy and aggressiveness must go a large share of the credit for the splendid position the company now occupies in the Paint and Varnish field.

Being a native of the good old Province of Quebec, his attention has been particularly directed to the development of the business in Montreal City and vicinity and his home Province. Mr. Naud is a hustler who never ceases to hustle. His enthusiasm is infectious, and Dealer Agents and their employees who have the pleasure of his acquaintance certainly benefit from his aggressive example.

Mr. Naud is a strong co-operator with the extensive trade he comes in contact with, and is well known and favorably thought of by his many friends, who wish for him all the good things he so richly deserves.

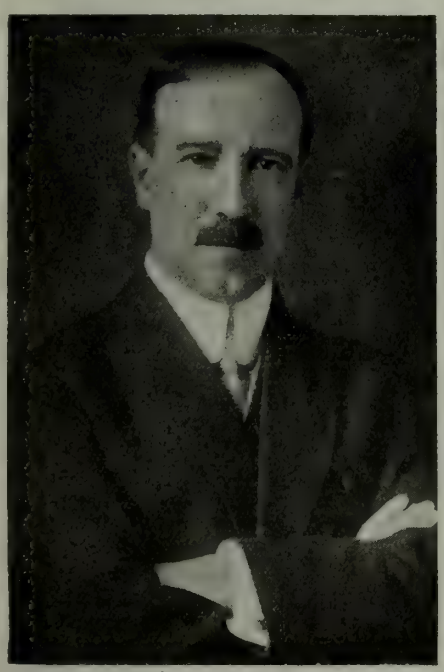
controls is here in operation. Each department is in charge of experts, who through years of experience and scientific training are enabled to turn out products, each guaranteed to best serve the purpose for which they are made. This absolute and unfaltering policy to produce the highest quality possible in each and every product largely accounts for the success the company has attained and the placing of Martin-Senour products first in the esteem of the Canadian paint consumer.

The Martin-Senour Co. were the pioneers in Pure Paint making in the United States and Canada, and 100% Pure has become a household word. To-day Martin-Senour products are sold in almost every city, town, village and rural community from the Atlantic to the Pacific, by thousands of satisfied dealer-agents, who find pleasure and profit in handling the line. Many of them count the exclusive agency for these products to be one of the most valuable assets of their business, and feel that by having people attracted to their store for Martin-Senour goods it has meant increased trade in all their other lines. They have found 100% Pure Paint to be the one paint good enough to be in demand in lage sizes, and large quantities, for large jobs, thus displacing the unprofitable sales of lead and oil. On account of its great spreading and wearing qualities, it has been standardized for use by many of the largest paint consumers and users in the country, and is specified by architects for highest class work.

Fast following 100% Pure in favor comes such products as Senours Floor Paint, which is known as the oldest and most reliable floor paint on the market. Neu-Tone, the beautiful flat interior finish

Partial view of Lead and Putty Department, where immense chasers turn out many tons daily.

A row of ageing tanks in the varnish plant where high-grade varnishes are stored.



A. T. BLACK

A. T. Black is eminently fitted for the position which he holds as Manager of the Sales Promotion Department of the Martin-Senour Co., Limited. This embraces the supervision of the sales and advertising departments.

Those of the Martin-Senour Dealer Agents who are personally acquainted with Mr. Black are fully aware of his earnestness and sincerity, and of the fact that his efforts are untiring in their behalf. Although his occupation of the position has only extended over about two years, his previous experience on the travelling staff of the company has made him well acquainted with those various forms of publicity and sales help which are of the greatest value to the Dealer Agent.

Previous to his connection with the Martin-Senour Co., Mr. Black held an important position with the Bond Hardware Company, of Guelph, Ont. The experience he gained while engaged in the capacity of a retailer is now of immense value to him in solving the problems of retailing paint and in working up plans whereby the sales of Martin-Senour products will be increased and the Dealer Agent benefited.

Mr. Black's department is maintained mainly with the object of increasing sales not to but through the Dealer Agent. The co-operation of this department is perhaps the most important feature of the Martin-Senour Agency, excluding, of course, the quality and completeness of the line.

with the soft, velvety effect so pleasing and restful to the eye. Martin's White Enamel, (the Enamel de Luxe.) Wood-Lac, the stain of fame. Concre-Tone a product which is springing prominently into use for decorating and protecting brick, cement and stucco buildings inside and outside. Red School House Paint, for Barns and outbuildings. Marble-Ite the floor finish with the money back guarantee, which dries with bone-line hardness and will not scratch white under the hardest wear.

These are but a few of the leading lines manufactured.

The Martin-Senour Co. also manufacture a full line of Marine and Submarine Paints, Varnishes and Compositions. Bredell's Compositions which are used by the largest navies and steamship companies in the world are manufactured exclusively in Canada by the Martin-Senour Co.

Already, this fine new manufacturing plant is being found none too large and every inch of room is being utilized to keep up the supply for an ever increasing demand on all these and other high class products.

Quality in products has been the first essential, but in support of this quality the Martin-Senour Co. have been most aggressive and consistent advertisers. Sales Promotion work of the strongest kind is in operation to make the Martin-Senour line the easiest and most profitable for the dealer agent to sell. It has been particularly noticeable during the past year when many manufacturers have curtailed their advertising, sales help and co-operation to such an extent as to almost handicap the dealer, that Martin-Senour paints and varnishes were more strongly advertised than ever

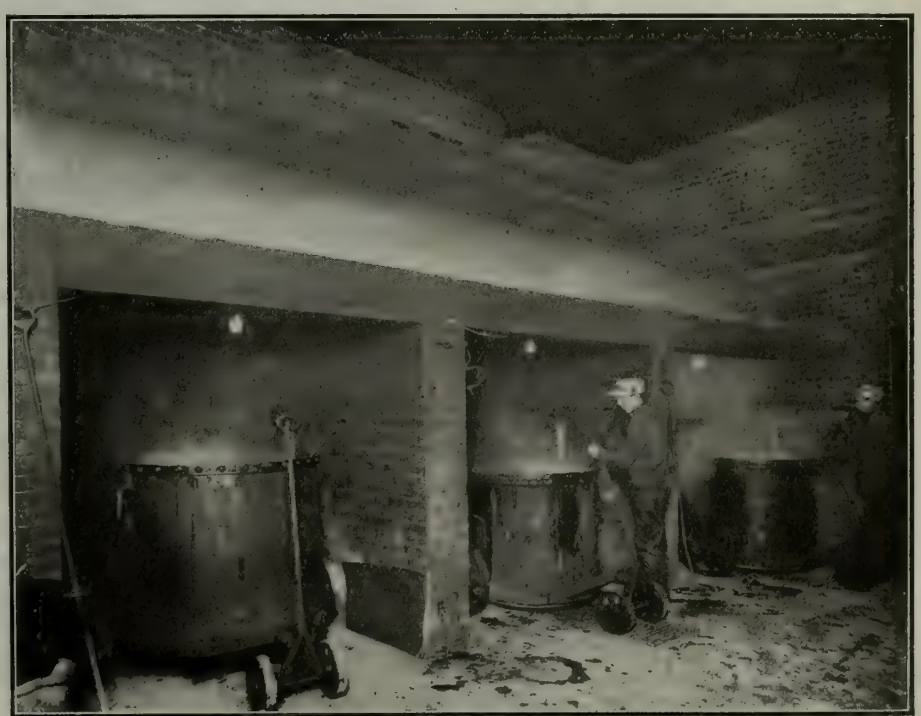
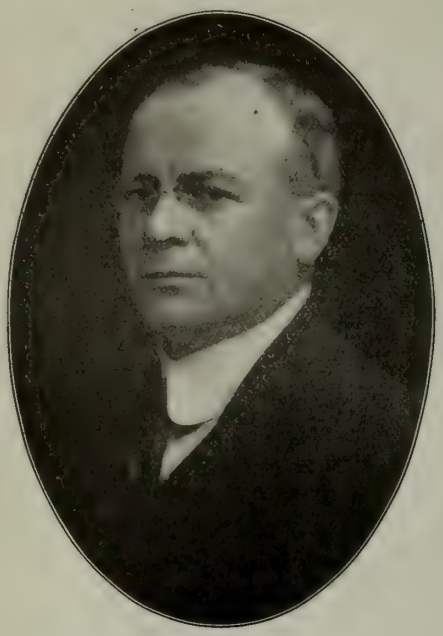


Illustration shows an interesting process. Some of the fires and kettles where varnish gums are cooked.



J. H. CONOVER
Toronto Branch Manager

Mr. J. H. Conover is one of the stalwarts of the Canadian Paint and Varnish trade. He is Canadian-born and is especially well known in Ontario, where a myriad of friends hold him in the highest esteem.

Before associating himself with the Martin-Senour Co. he was engaged in the hardware business at Leamington, Ont., being an active member of the successful firm of Greenhill & Conover. The lure of the Paint game appealed to him, and he was one of the first men to join the M.-S. ranks in Canada. To him must go the credit of blazing the trail and being a great factor in establishing the splendid connection which this firm has gained in the Province of Ontario.

His early experience and close connection with the trade fit him admirably for the important position he now occupies. His counsel and advice in matters relative to the paint and varnish business is always appreciated by customers, who place implicit faith and confidence in him. In supervising the Ontario business of the company, Mr. Conover has under him an energetic staff of salesmen who find in him a continuous source of inspiration.

He is a big man, with a big heart, who fully deserves the good-will shown him by friends and co-workers.

before. A message of quality and service was circulated through the largest list of newspapers, magazines, farm and religious journals ever used by a paint firm in Canada. Nearly every paint user read this message, and the Martin-Senour dealer-agent reaped the benefit.

Martin-Senour sales help and co-operation is the strongest, consisting of the most effective features of interior and exterior displays, mailing campaigns, follow-up systems, and direct help of salesmen. This policy will not be curtailed. It will be continued and strengthened.

Dealer-agents are urgently requested to take the fullest advantage of the help offered by the Sales Promotion Dept. by suplying the names of property owners, house holders, or prospective paint users resident in their community, and nothing is left undone to interest these parties in Martin-Senour products in such a way as to direct them to the store where the goods can be procured.

Martin-Senour Advertising is characterized by its absolute truthfulness, presented in such dignified and attractive form as to bring results.

To this policy which has, and is being so faithfully and persistently pursued of producing the highest quality goods and rendering the most efficient service, can be ascribed the enviable reputation which the firm enjoys.

The company maintains a complete and up-to-date printing plant, where all the labels, color cards, folders, booklets and other publicity materials are produced.

The whole organization is a credit to the paint and varnish trade in Canada, and one in which the management, the factory and sales staffs, and last, but not least, the army of dealer-agents, who have so largely contributed to the company's success, together with the larger army of consumers who have made 100% Pure their standard, may all feel proud.

W. P. WALSH
Halifax Branch Manager

Mr. W. P. Walsh, who has lately been promoted to the position of manager of the Halifax Branch of The Martin-Senour Co., Ltd., with supervision of the Maritime Provinces business, is one of the company's oldest Canadian employees in years of service. He is a Canadian of Irish descent, and his ready adaptability to perform well any task laid to his charge has made him a valuable member of the sales organization. At different times he has been engaged in Martin-Senour pioneer and special service work in every one of the Provinces in the Dominion, thus gaining a wide experience and splendid conception of the Canadian trade generally. For the past few years Mr. Walsh has represented the company in New Brunswick and P. E. I. territory, and he is well known and highly respected by a large coterie of friends who are glad to learn of his promotion to a position of greater responsibility. Years of faithful service have made Mr. Walsh deserving of this advancement, and there is no doubt that in his new capacity his energy and aggressiveness will result in further advancing The Martin-Senour cause. He will have a large family of dealer agents under his care who can count on his best co-operation at any and all times.

A corner of the Printing Department where all the labels, color cards, folders, booklets and other publicity materials are produced.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

The volume of business transacted by most hardware wholesalers during January was far in excess of that of the corresponding month of last year. Some wholesalers report increases ranging from 50 to 60%. February business during the first week of the month has been exceptionally brisk, despite the high prices which are being asked for many lines of hardware. Iron and steel products still continue to advance. Among the many lines which have advanced in price during the week are copper bars and sheets, tire bolts, chilled shot, wire nails, cut nails, brass machine screws, candle wick, smooth steel wire, shoe findings, hay wire, brass wire, Manila and sisal rope, sisal clothes line, cotton rope and clothes line, soldering irons, Jenkins' valves, screen doors and windows, cow bells, copper ware, white lead in oil, dry white and red lead, and cutlery. Linseed oil has declined sharply at Toronto. Many further advances on hardware lines are predicted for the near future. Retailers are booking freely on many lines for later delivery. The announcement last week that higher prices had been decided upon by paint manufacturers, to go into effect on March 1, has stimulated buying, and many retailers who had been holding back their spring paint orders have covered themselves against the higher prices which are expected.

MONTREAL

MONTREAL, Feb. 4.—That last month was one of the best Januarys in the hardware trade in years, and an emphatic improvement on 1915 is to be concluded from the reports of the different wholesale houses in this city. Some departments have found a strong activity and others have done little but the general results have been very satisfactory. Not only has there been a brisk movement of general staple lines, indicating a shortage on retailers shelves and more confidence in the future, but there has been very heavy booking of heavy goods under the incentive of activity increasing prices. The month end saw somewhat less activity in this connection but this was not considered an unfavorable indication as wholesalers are not generally encouraging buying beyond reasonable prospective requirements because prices, although continuing their upward movement, are already abnormally high.

The week has seen no improvement in the situation as regards products and manufactures of iron, steel, brass and copper goods have also been active. The outlook is for continued price adjustments to higher levels until there is assurance of future supplies but the buying movement has slowed up somewhat as was to be expected considering the prices and advances are not likely to be so rapid as during the recent period when the trade was protecting itself.

Many Price Changes.—Advances for the week include tank plates, copper bars and sheets, tire bolts, chilled shot, wire nails, cut nails, brass machine screws, smooth steel wire, shoe findings, hay wire, brass wire, Manila and sisal rope, sisal clothes line, cotton rope and clothes line, soldering irons, Jenkins valves, screen doors and window screens, candle wick, cow bells, copper ware, etc. A new pipe list covers special quotations for Montreal. Higher prices are being predicted for steel plates and sheets, boiler plates and boiler tubes.

Tin Steady and Firm.—Tin continues steady and firm on the local market. The tendency to raise quotations referred to in last report as the result of the action of the American market, has been offset to some extent by a decline of about half a cent in New York. The latter market at late reports was showing a stronger tendency again on London influences but while these have broughtout some small business the larger consumers showed a disposition to stay out until there was some other explanation for the strength than statistics which would seem to indicate lower levels. Montreal quotation: 46½c-47c—firm.

Spelter Continues Steady.—The spelter situation continues comparatively steady on the advance of 1c reported last week. The American markets at last report indicated a fractional decline, but this ended in a reaction to firmness on reports of business from England and France. New York reports that domestic consumers have recently shown very little interest. Both dealers and producers are inclined to be shy as sellers but this has not resulted in very much interest on the part of buyers. Montreal quotation: 23c-23½c—steady.

Copper is Still Strong.—Although the general quotation for copper is still maintained without change, the strength of last week has been emphasized locally following the advances in American markets. New York quotations indicate that these advances have been maintained although the future is unsettled. On one hand producers offer no tonnage this side of April and are asking as high as 26c while there are lots turning up on the market from time to time which are changing hands about ¾c under this price. Montreal quotation: 27c-27½c—strong.

Lead Strong on Advance.—Lead is very strong on the advance of last week, and the higher prices have been well maintained. The situation in the United States indicates some unusual developments. Whereas last week the Trust quotation of 6.10c was being followed by the outsiders for both spot and futures, there is now a price of 10c above this figure for immediate delivery and on the other hand a decline below it of 5c on February delivery. Montreal quotation: 8¼c-8½c—strong.

Antimony Firm.—The market for antimony continues firm at the former quotation. The local situation is very quiet and there are no indications of important changes; however, New York reports another advance, making 1c for the past fortnight. In the American market there has recently been heavy buying after a period of dullness. Supplies for immediate shipment are described as being very scarce. Montreal quotation: 45c—strong.

Zinc and Aluminum.—A price feature of the metals market this week is sheet zinc which has been advanced 1½c on the recent quotations. The present figures are 29c for casks and 29½c for part casks; supplies are short. Aluminum remains nominally at 68c with a very restricted movement.

Solder is Steady.—There is practically nothing new in the solder situation and the former quotations are being maintained on a steady basis with the usual broad spread in prices according to proportions of the ingredients. Montreal quotations: Commercial half-and-half 27c-28c; Strictly half-and-half 29c-30c.

The Steel Situation.—There is practically no change in the situation as regards steel and iron products. The outlook as regards supplies is not improved and the exhaustion of stocks promises

a continuation of the advancing prices. However, it has been noted that the heavy buying and the rising prices, together with prospects of curbed consumption of some lines, has worked the natural effect of checking the volume of the movement and at the same time the rapidity of the advances. Nails and wire have again gone up and higher prices for sheets, tubes and plates are predicted within the week, but for the most part the advances of the week have been confined to the higher manufacturers of steel, iron and other metals.

Black Sheets to Advance.—On good authority the prediction is made that that there will be another advance on black sheets and that it will come very shortly, possibly within the week. This will be the result of the general shortage of stocks of steel products. The quotations given are, therefore, very firm. The situation is somewhat unsettled so far as prices are concerned, owing to the fact that quotations as between different firms are inclined to vary somewhat on different gauges; this is the result of the shortage of stocks and efforts to conserve certain sizes.

Plates Going Up.—Canada plates are also likely to be again involved in the upward movement of steel prolucts and this would include both bright and galvanized and galvanized sheets as well. Canada plates are now quoted at $4.00 for ordinary and $5.00 for all bright and these prices are very firm with a general shortage of supplies.

The New Prices on Pipe.—The new quotations on black and galvanized wrought iron pipe have been finally adjusted to the Montreal basis. It should be emphasised in this connection that formerly the prices covered both Ontario centres and Montreal but there has now been a departure made and there are Eastern and Western lists. The Eastern list is as follows:

Buttweld Size	per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 46	$ 4 17
½ in.	3 06	4 80
¾ in.	3 57	5 92
1 in.	5 27	8 76
1¼ in.	7 13	11 85
1½ in.	8 53	14 16
2 in.	11 47	19 06
2½ in.	18 14	30 13
3 in.	23 72	39 40
3½ in.	28 52	47 38
4 in.	33 79	56 14
Lapweld		
2 in.	$ 12 95	$ 20 54
2½ in.	18 72	30 71
3 in.	24 48	40 16
3½ in.	29 44	48 30
4 in.	34 88	57 23
4½ in.	44 45	70 49
5 in.	51 80	82 14
6 in.	67 20	106 60
7 in.	90 44	144 00
8 in.x25 lbs. per ft.	95 00	151 30
8 in.x28 lbs. per ft.	109 40	174 20
9 in.	131 10	208 70
10 in.x32 lbs. per ft.	121 60	193 60
10 in.r40 lbs. per ft.	156 60	249 30

Tubes and Plates.—From a reliable source the information is obtained that higher prices on boiler tubes and plates from stock are under consideration and that there will be advances in the near future, probably within the next week. The prices on these lines have already been increased several times since the upward movement of iron and steel products commenced and dealers state that

Revised Shoe Finders' List, Adopted Feb. 1st, 1916

SHOE RIVETS.

In 1 lb. Papers.

STEEL WIRE.

16 Ge. and Heavier—	per 100 lbs.		per 100 lbs.
3½/8	$15.50	8-8½/8	$ 8.20
4-4½/8	11.75	9/8-11½/8	7.60
5-5½/8	10.50	12/8-17/8	7.10
6-6½/8	9.50	17 Ge. Add	0.90
7-7½/8	8.90	18 Ge. Add	2.00
Clinch Point—			
3½/8	$16.00	8-8½/8	$ 8.70
4-4½/8	12.25	9/8-11½/8	8.10
5-5½/8	11.00	12/8-17/8	7.60
6-6½/8	10.00	17 Ge. Add	0.90
7-7½/8	9.40	18 Ge. Add	2 00
Cobblers' Rivets—			
3½/8	$17.85	8-8½/8	$ 9.45
4-4½/8	13.50	9/8-11½/8	8.75
5-5½/8	12.10	12/8-17/8	8.15
6-6½/8	10.95	17 Ge. Add	0.90
7-7½/8	10.25	18 Ge. Added	2.00
Brass Wire—			
3½/8	$73.50	8-8½/8	$66.20
4-4½/8	69.75	9/8-11½/8	65.60
5-5½/8	68.50	12/8-17/8	65.10
6-6½/8	67.50	17 Ge. Add	1.50
7-7½/8	66.90	18 Ge. Add	3.50
Clinch Point—			
3½/8	$75.00	8-8½/8	$67.70
4-4½/8	71.25	9/8-11½/8	67.10
5-5½/8	70.00	12/8-17/8	66.60
6-6½/8	69.00	17 Ge. Add	1.50
7-7½/8	68.40	18 Ge. Add	3.50
Cobblers' Rivets—			
3½/8	$84.55	8-8½/8	$76.15
4-4½/8	80.70	9/8-11½/8	75.45
5-5½/8	78.80	12/8-17/8	74.90
6-6½/8	77.65	17 Ge. Add	1.50
7-7½/8	76.95	18 Ge. Add	3.50

Bulk Shipment: Less 25c nett for quantities of 100 lbs. One size.

HEEL OR SHOE NAILS.

14 Ge. and Heavier 4/8 and Longer. In Bulk ....$6.40 per 100 lbs
In 1 lb. Papers ....$6.90 per 100 lbs.
15 and 16 Ge. ....Add 65c to above price. In 100 lb. quantities, one size
17 Ge. ....Add $1.60 to above price. In 100 lb. quantities, one size

Swedes Iron—
14 Ge. and Heavier 4/8 and Longer. In Bulk ....$7.10 per 100 lbs.
In 1 lb. Papers .... 7.60 per 100 lbs.
15 and 16 Ge. ....Add 65c to above price. In 100 lb. quantities, one size
17 Ge. ....Add $1.60 to above price. In 100 lb. quantities, one size

Silver Point—All sizes, $7.25 per 100 lbs.

Hard Steel Nails ....$14.00 per 100 lbs.
Wood Heel Nails .... 14.00 per 100 lbs.
Army Heel Plate Nails .... 9.25 per 100 lbs.

HOB AND HUNGARIAN NAILS

In 1 lb. Papers.

11-12-13 Ge. and heavier,	⅜ and shorter	$ 8.80 per 100 lbs.
	3½/8 and longer	8.30 per 100 lbs.
14 "	3/8 and shorter	9.90 per 100 lbs.
	3½/8 and longer	9.40 per 100 lbs.
15 "	3/8 and shorter	10.70 per 100 lbs.
	3½/8 and longer	10.20 per 100 lbs.

If in Bulk deduct 50c Nett.

CHANNEL NAILS

In 1 lb. Papers.

⅝ and longer	$ 9.20 per 100 lbs.
4½/8	9.80 per 100 lbs.
4/8	10.30 per 100 lbs.
3½/8	11.50 per 100 lbs.
3/8	13.50 per 100 lbs.

PACKING EXTRAS (Add to List)

All Goods packed in ½ lb. Papers ....$1.00 per 100 lbs.
All Goods packed in less than ½ lb. Papers .... 3.50 per 100 lbs.
All Goods packed in less than ¼ lb. Papers .... 4.50 per 100 lbs.

TACKS

In 1 lb. Papers or Bulk.

	Shoe or Hand	Pullers	Replacing	Machine Welt	Machine McKay	
½ oz.	$19.30	....	....	....	$20.25	per 100 lbs.
¾ oz.	16.90	....	....	....	18.40	"
1 oz.	14.30	....	....	....	17.40	"
1¼ oz.	13.90	....	....	....	16.50	"
1½ oz.	13.10	14.00	....	....	15.90	"
1¾ oz.	12.40	....	....	....	15.25	"
2 oz.	11.85	13.00	14.90	13.60	14.60	"
2½ oz.	10.35	12.50	13.90	13.25	13.60	"
3 oz.	10.25	12.00	13.50	13.00	....	"
4 and Larger..	9.25	11.90	13.00	12.50	....	"

Insole Machine Tacks, charge same as Machine Welt.
Insole Hand Tacks, charge same as Pullers.
Wood Heel Tacks, 5/8 and 6/8, $14.25 per 100 lb.

List continued on page 51

SHOE TACKS

Continued from page 50

In Dozens

1½ oz. and smaller	$23.00 per 100 dozen
2 oz.	26.00 "
2½ oz.	28.00 "
3 oz.	33.00 "
3½ oz.	34.00 "
4 oz.	36.00 "
5 oz.	41.00 "
6 oz.	47.00 "
8 oz.	63.00 "
10 oz.	78.00 "

Terms—Net. 2% cash in 30 days.

Delivired in Store:

Montreal, Toronto, Hamilton, Galt, Morrisburg, Quebec, Berlin.

Freight Allowance:

Actual freight not exceeding 25c per 100 lbs. on shipments of 200 lbs. or over allowed from Montreal, Toronto, Hamilton and Galt.

the prospects are that there will be further increases as the stocks on hand become exhausted and deliveries of new supplies cannot be secured. Tank plates, 3-16 inch are this week advanced from $3.20 to $3.25.

Copper Products Higher.—Important advances have been made on the prices being charged for copper products—bars and sheets. These are following the general movement of the copper market. The new and old quotations are as follows:

	old	new
Bars, ½ to 2 in.	$35 00	$41 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	36 75	44 00
Copper sheet, tinned, 14x60, 14 oz.	43 50	46 00
Copper sheet, planished, 14x60 base	47 00	54 50
Braziers' in sheets, 6x4 base	35 00	43 00

Tire Bolts Higher.—An advance on tire bolts is covered by the announcement from the mills this week of a change in the discount; the allowance is now 65 per cent. as compared with 72½ per cent. formerly.

Chilled Shot Extra.—An advance on chilled shot is covered by the announcement that the extra price above the $10.90 Montreal quotation will be $1.50. The extra on chilled was formerly $1.25.

Wire Nails Up Again.—An increase in the price of wire products forecast last week following another advance on wire in the United States takes the Montreal quotation 10c higher—to $3.20.

Big Advance of Cut Nails.—An important change in connection with cut nails has also been made this week. The old quotation of $2.90 has been changed to $3.10, an increase of 20c.

Brass Machine Screws.—New discounts on brass machine screws have been announced to cover a considerable advance. This follows the general upward movement of raw material. The discount on flat and round head is now 12½ per cent. as compared with 30 per cent. and on Fillister head 5 per cent. instead of 25 per cent.

Wire Base Advances.—The increase in wire prices is noted in the advance of the base for smooth steel wire by 15c to $3.30 for No. 0-9 gauge. Principal extras are as follows:

No. 10 gauge, 6c extra, No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

New Shoefinders' List.—A new shoefinders' list has been issued by the mills and went into effect on the 1st of February. It covers shoe rivets, heel or shoe nails, hob and Hungarian nails, channel nails, tacks and shoe tacks. Reference to the changes will be found elsewhere.

Hay Wire Up Again.—Annealed hay wire is affected by the further advance on wire products. The increase is 10c and the new quotations are as follows: No. 13, $3.30; No. 14, $3.35; and No. 15, $3.45.

Brass Wire Goes Up.—Another material advance on the different sizes of brass wire has gone into effect, being a result of the general upward movement of brass manufactures. The new quotations are: Nos. 4-8, 55c; Nos. 9-11, 56c; Nos. 12-14, 57c; Nos. 15-16, 58c; Nos. 17-18, 59c; Nos. 19-20, 61½c; Nos. 21-22, 63c; No. 23, 65c; No. 24, 70c; No. 25, 73c; No. 26, 77c.

Rope at High Level.—With a third advance in a comparatively short time, rope prices have struck a high level. Difficulties in securing raw material are the cause. The new and last quotations are as follows:

	Last	New
Pure Manila basis	18½	20
British Manila basis	15½	16½
African hemp basis	15½	16½
Sisal basis	12½	13½
Single lath yarn basis	12	12½
Double lath yarn	12½	13

Sisal Clothes Line Up.—With the rising prices for sisal there have been advances on the quotations of sisal clothes lines. New figures are as follows:

	3-ply	6-ply
30	.48	
40	.63	
48	.75	1.75
60	.95	1.52
72	1.23	1.84

Cotton Rope.—Higher quotations are also in force on cotton rope, but whether these are the result of higher cost of raw material or in sympathy with other varieties of rope is not evident. Quotations as follows are 1c higher than last:

Cotton rope, 3-16 in. 26c
¼-in. and larger 25c

Cotton Clothes Line Also. — Cotton clothes line is also stronger following the general movement of cotton rope. Advances are not in general effect, but one firm quotes as follows:

30, 93c; 40, $1.15; 48, $1.35; 60, $1.70; 72, $2.05.

Soldering Irons.—With the advance in the copper market comes an advance on soldering coppers. The increase on the wholesale quotations in Montreal is 4c to 5c per pair.

Jenkins' Valves.—There is an advance on Jenkins globe valves which is due to the higher cost of raw materials. The discount is now 37½ per cent. as compered with 40 per cent. formerly.

Screen Doors.—With higher costs for metal screen materials there are advanced quotations being announced on screen doors. One wholesale house reports that prices have gone up about 40c per dozen on window screens and screen doors.

Candle Wick.—With the advances on cotton rope there has been an increase announced on candle wick. A quotation of 27½c per pound is given as compared with 26c formerly.

Cow Bells Higher.—Higher costs of raw materials is having a wide effect on manufactured products as illustrated in the advance on cow bells. The discount is now 52½ per cent. as compared with 55 per cent. formerly.

Copper Ware.—As the result of the strong upward movement of copper there have finally been advances on copper ware. It has been noted for several months that the cost of raw materials has warranted such a course, but manufacturers have evidently taken the course of encouraging demand by keeping prices down. However, there has recently been a revival and a call for goods which has forced the action taken. The discount on copper boilers and kettles, and tea and coffee pots is now 30 per cent. as compared with 40 per cent. Exceptions from the general list are boilers, which are 20 and 10 per cent. and side-opening kettles, which are 25 per cent.

Demand for Utensils.—Manufacturers of kitchen utensils report that there is a demand at the present time for enamel ware and tinware which they can fill with difficulty. The reason appears to be that for some months there was a very small consumption with the result that stocks were exhausted and now that there is a more normal call there is a rush for goods. This condition is emphasized by the fact that copper ware is high in price and galvanized ware so high that it is almost out of the market.

Old Materials.—Advances in quotations for old materials continue, scrap following a lap behind the metals in their recent activity. This week copper, brass, turnings and aluminum are marked up. New quotations follow: Brass, light, 10c lb. copper, heavy, 9c lb.; mach. compos., No. 1, 14½c lb.; compos. turnings, No. 1, 12½c lb.

TORONTO

TORONTO, Ont., Feb. 3.—The situation in the hardware market continues to improve, and the outlook is distinctly encouraging. The volume of business for the month of January was considerably greater than for the corresponding month of last year, some jobbers calculating that the increase was over 60 per cent. better. This is a very satisfactory showing, considering the unusual conditions prevailing in the trade, and is probably accounted for to some extent by a general tendency for many buyers to cover for their requirements earlier in the season than is usual in order to protect themselves against higher prices and the contemplated scarcity of many lines of hardware.

There is no sign of improvement in the raw material situation, and as a result the market is unsettled. There is no indication of any recession in the iron and steel market, prices being very firm, with a decided upward tendency. The ingot metal markets are also very strong, particularly copper, which is very firm at last week's level. The rope market is unusually active, due to the steady increase in cost of raw materials.

Many Price Changes.—The logical result of conditions in the raw material markets and higher values is the steady advance in many lines of hardware. Many important price changes have to be noted this week affecting the following lines: Wire nails, cut nails, tire bolts, cotton rope, pure Manila and British Manila rope, hemp rope, sisal, lath yarns, copper ware. The advance in the base price of smooth steel wire has affected a number of wire products, including cut hay wire, O and A fence wire, wire bale ties, wire cloth, etc. The advance in wire nails has been expected since the last advance went into effect, as wire rods have been steadily increasing in cost. Higher prices for wire products have also been predicted in these columns. Manufacturers are experiencing considerable difficulty in getting raw materials, and cost of same is much higher. A new and revised list of shoe findings has been issued.

Steel Market Strong.—The situation in the iron and steel trade is unchanged, and the market continues very strong. Prices of all steel and iron products have an upward tendency, and a number of hardware lines have been affected, as will have already been noted. There are no indications of any recession in prices, and the conditions prevailing at present will most likely exist during the entire year. The mills are working at capacity, and have enough business booked to keep them busy for months ahead. There has been no change in prices of domestic finished or semi-finished steel this week, but higher prices for some lines have been announced, due to conditions prevailing in outside markets. Chicago warehouse prices for steel bars, plates and shaves have advanced 10c, and bars are now quoted at $2.50, with plates and shapes at $2.60 per 100 lbs. There has been no change in cold-rolled steel shafting, but discounts are purely nominal, as makers say that they have no shafting to sell in the open market for the first half of the year. Quotations on wire rods are also nominal, as makers have their output sold up for some months ahead. Wire rods are being quoted at $45 per ton Pittsburgh.

The steel market in the States continues very strong, and still higher prices on all steel products are expected. The outlook in the trade is very bright, as it is apparent that the mills will operate at full capacity throughout the year; in addition, it is very probable that the present buying movement will continue well into 1917. Steel bars are now being quoted at 2.10c and iron bars at 2.00c f.o.b. Pittsburgh. Prices of billets are firm, but unchanged. A shortage in the supply of ferro-manganese has developed, and buyers are paying all kinds of fancy prices for prompt delivery. The nominal price for ferro-manganese is $125, with no guarantee as to deliveries, but prompt shipments would readily bring $150 per ton.

Pig Iron Quieter.—The market is quieter, but the demand for steel-making grades of pig iron is as strong as ever. There has been some improvement in the demand for foundry iron, but conditions in this regard are below normal. Prices of all brands of pig iron are unchanged.

Coal and Coke.—The situation in the coal and coke trade is unsettled, and prices are advancing. Supplies are very difficult to obtain on account of the congestion of traffic on the railroads and labor shortage at the mines. Prices of Solvay foundry coke have been withdrawn, it being impossible to quote firm prices owing to the conditions prevailing and difficulty of getting shipments. The higher prices have affected soft coal more than anthracite, although the latter has also advanced.

Machine Tools.—The machine tool market is practically normal again, the demand having fallen off considerably as compared with the boom of last year. Fair business is being done in lighter tools for making shell parts, and the demand should improve when the plants for making time fuses are being equipped. Makers of machine tools in the States are raising their prices, and on this account it is difficult to get firm quotations unless for prompt delivery. Owing, however, to the improved domestic demand in the States for machinery, deliveries are still backward, making it difficult to do business. Russian interests are buying heavily in the States, which is also helping to keep the makers busy. A local machinery house has met with considerable success in the States with a special line of machinery.

Old Materials.—Conditions in the market for old materials are unchanged. There is a good demand for scrap copper and lead, and quotations are very firm. Wrought iron and steel scrap are quieter and prices unchanged.

Metals.—The metal markets are steady and prices unchanged, except for antimony, which has advanced. The copper situation is the most interesting feature, as the question of supply and demand has become very important and a scarcity of copper is now likely. The tin situation in New York is easier, as abundant supplies of this metal are coming over, notwithstanding the so-called restrictions placed on the export of tin by the British Government. At one time it was thought that the trade would be inconvenienced, but apparently the expected has not happened. The spelter situation is unchanged, but the high prices are seriously affecting the galvanized sheet trade. The lead market is firm and unchanged. Antimony is higher and prices nominal, while the aluminum situation is unchanged.

Copper.—The market is very strong, but the position is extremely complicated, due to the recent regulations issued by the British Government to fix the price of copper. The position of copper, however, is a very strong one on account of the enormous demand for this metal for munitions. This demand will exist while the war lasts, and the end of the war will probably find the world's supplies of copper practically exhausted, and which will have to be replenished. The heavy demand, therefore, will no doubt continue for some time after the war stops; indications thus point to higher prices. Copper is unchanged and nominal at 27½c per pound.

Tin.—The market is active and prices unchanged. The situation is easier in New York, as considerable supplies of tin are being imported, it being at one time expected that the regulations issued by the British Government would inconvenience the trade. Quotations are unchanged at 46c per pound.

Spelter.—The market is dull and situation unchanged. There is a heavy demand for brass mill spelter, but the price is too high to interest the galvanizing trade. Spelter is quoted at 21c per pound.

Lead.—The market is firm and unchanged. The "Trust" price of 6.10c New York is being firmly held. The lead market in London is weak owing to the announcement that the British Government propose controlling prices to prevent speculation. Locally quotations are unchanged at 8c per pound.

Antimony.—The market is strong and higher. There is a good demand for prompt and early deliveries, but futures are neglected. Antimony has advanced 3c, and is now quoted at 43c per pound.

Aluminum.—The situation is unchanged and market firm. Aluminum is quoted at 68c per pound.

Solder.—Prices are firm and unchanged. Prevailing prices are given in the current market quotations.

Galvanized Sheets Firm.—The galvanized sheet market is very firm, and higher prices may be expected any time. There is no improvement in the situation as regards raw materials, which are steadily rising in price. Some makers of galvanized sheets in the States are practically out of the market owing to the high cost of raw materials.

Wire and Cut Nails Advance.—Wire

nails have advanced 10c and cut nails 20c per keg. Wire nails have been steadily advancing for some months, and even at the present price of $3.15 per keg there is no indication that the top of the market has been reached. The situation is peculiar because, notwithstanding the very light demand, the price keeps going up. The reason, of course, is the cost of wire rods, which have been advancing steadily for some months. It is claimed that stocks of nails made from cheap rods are light. If this is the case, a strong market is assured for some time to come, as wire rods are rising in price, and, furthermore, deliveries are very backward The market is strong at the advance, and higher prices are looked for. The new price for wire nails is $3.15 per keg base, and for cut nails $3.20 per keg base.

Wire, New Base Price.—The predicted advance in wire has been made, and smooth steel wire is now quoted at $3.30 base, being an advance of 15c. Increase in cost of raw materials is the reason for the higher price, which affects many wire products.

Hay Wire Up.—Hay wire in coils has advanced 10c. The following new prices are for Montreal, with freight to be added for Ontario points: No. 13, $3.30; No. 14, $3.35; No. 15, $3.45, and No. 16, $3.50.

Hay Baling Wire Up.—Prices of annealed cut hay baling wire have been reduced 10c, but the discount has also been reduced from 10 per cent. to 5 per cent. The new prices are as follows: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; Nos. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40, and No. 16, $4.65. Discount 5 per cent. Prices f.o.b. Hamilton and Montreal, freight equalized.

O and A Wire Advances.—Prices of oiled and annealed wire have been advanced 15c to correspond to the new base price for wire. The new prices are: No. 10, $3.46; No. 11, $3.52; and No. 12, $3.55 f.o.b. Montreal; freight charges for Ontario points to be added.

Wire Bale Ties Advance.—price of wire bale ties have been advanced 10c, and are now quoted as follows: No. 12, $3.60; No. 13, $3.70; No. 13½, $3.75; No. 14, $3.85, and No. 15, $4.05, f.o.b., Toronto, Hamilton and Montreal, with freight equalized.

Wire Cloth Advances.—Prices of wire cloth have advanced 5c. Painted screen in 100-ft. rolls, is now $1.75 per 100 sq. ft., and in 50-ft. rolls, $1.80 per 100 sq. ft.

Poultry Netting Staples.—Prices of poultry netting staples have been revised, and a new discount introduced. Galvanized staples per 100 lbs., in kegs, are quoted at $15.80 and bright staples at $12.25 per 100 lbs. The discount in both cases is 55 and 15 per cent. An extra charge for small lots of 10 lbs. and 25 lbs. will be made.

Rope Market Very Strong.—Another advance in prices of Manila and African hemp ropes, the third in as many weeks, indicates unusual conditions prevailing in the market. Prices were very steady for a long time, but during this period raw materials were rising in price, with the inevitable result that rope had also to advance. There is a shortage of raw materials in the hands of importers, while in addition ocean freight rates are abnormally high, and there is a shortage of tonnage. The market in the States is very strong, which is reflected in the local market. The advance affects Manila, African hemp, sisal, and lath yarns. The new prices range from ½c to 1½c higher, and are as follows: Pure Manila, 20c; British Manila, 16½c; African hemp, 16½c; sisal, 13c; single lath yarn, 12½c, and double lath yarn, 12c per pound. Basis prices for ⅝ in. and larger.

Poultry Netting.—Makers of poultry netting are having considerable trouble in getting raw materials, which are also getting more costly. As cost of production has risen, prices of netting will most probably be advanced in the near future. Deliveries are backward on account of the shortage of raw materials and good demand for netting.

Tire Bolts New Discount.—Tire bolts have advanced, the new discount being 65 per cent., as against 72½ per cent. formerly.

Shoe Findings, New List.—A new list, in effect February 1st. has been issued by makers of shoe findings. The new list is given in the panel, and is net. It will be noted that it differs materially, both as regards prices and arrangement, from the previous list.

Kitchen Utensils.—The advance in copper ware will be noted above. The other lines of ware have not changed, but new prices are expected for galvanized and pieced ware. A good sorting business is reported from the country trade, the returns for the month of January being quite satisfactory.

Copper Ware Higher.—The advance in copper ware predicted in Hardware and Metal has materialized. Higher prices for copper ware have been expected for some time owing to the steady increase in the price of copper. The new discounts are as follows: Copper boilers, 20 and 10 per cent.; kettles, 30 per cent.; tea and coffee pots, 30 per cent.

LONDON

LONDON, Ont., Feb. 3.—Business is good. On every side there appears to be satisfied merchants and prospects for even more business as month advances. Dealers are receiving their booked orders for spring trade. Shipments are also being received by the rural stores. Prices on most lines are firm and many lines still advancing.

Wire nails have advanced 10 cents per keg, and "O" and "A" wire 15 cents per 100 lbs. White lead in oil has again advanced 25 cents per 100 lbs. Rope and shoe thread have also taken an advance.

Linseed Oil.—Quotations on linseed oil are:

	Raw	Boiled
1 to 2 bbls., per gal....	$1.03	$1.06
3 to 5 bbls., per gal....	1.02	1.05
6 to 9 bbls., per gal....	1.00	1.03

Turpentine.—There has been no change in the price of turpentine, 1-bbl. lots selling at 87c per Imp. gallon, 2 to 4 bbls. at 86c, and 5-gal. lots at 94c per gallon.

White Lead Higher.—White lead has advanced 25c per 100 lbs., the new prices being $11.20 in ton lots and $11.50 in less than ton lots.

Putty Unchanged.—There has been no change in the price of putty, Standard in 100-lb. drums selling at $2.85 and 25-lb. drums at $2.95 per 100 lbs. Pure putty is $3.55 in 100-lb. drums and $3.65 per 100 lbs. in 25-lb. drums.

Rope Goes Higher.—There has been an advance in the price of rope, the new quotations being as follows: Pure Manila, 20c lb., base; British Manila, 16½c lb., base; African hemp, 16½c lb., base; sisal, 13c lb., base; deep-sea line, 27c lb., base; coton, 3-16 in., 25c lb., base; cotton, ¼-in. and larger, 24c lb., base.

Nails Advanced.—Wire nails have gone up 10c per keg, the new price being $3.15 base. Cut nails are also $3.15 base.

Fence Wire Higher.—Fence wire remains at former quotations, excepting in "O" and "A" which has advanced 15c per 100 lbs.

Quotations, per 100 lbs., are as follows: Barb wire, $3.75; No. 9 galvd., $3.40; No. 12 galvd., $3.55; No. 13 galvd., $3.65; No. 9 coil spring, $3.45; No. 10 O and A, $3.46; No. 10 O and A, $3.52; No. 12 O and A, $3.60; No. 14 hay baling remains at $3.55.

Fence Staples.—There has been no change in the price of fence staples, kegs selling at $4.20 and 25-lb. boxes at $4.45 per 100 lbs. Bright fence staples are the same price, $3.35 in kegs and $3.60 per 100 lbs. in 25-lb. boxes.

Roofing Higher.—There has been an advance of 10c per square on the cheap grades of roofing.

Iron Pipe Firm.—The price of iron pipe remains the same as shown in last week's panel, and the market is firm.

Other Price Changes.—Shoe thread is up 15c per lb., the advance prices being as follows: Star brand, No. 8, $1.19 per lb.; No. 10, $1.27 per lb.; No. 15, $1.31 per lb.; Barbour thread, No. 8, is $1.34 per lb.; No. 10, $1.42 per lb.; No. 12, $1.45 per lb.; No. 15, $1.52 per lb., and No. 20, $1.57 per lb.

Wrought staples, hasps , hook and staples have advanced from 20 per cent. to 25 per cent. since last issue.

Fittings Higher.—Malleable fittings are now subject to a discount of 30 per cent. and 5 per cent.; bushings 65 per cent., unions 65 per cent., and plugs 60 per cent. and 5 per cent.

Shot is now subject to 30 per cent. discount. Chilled shot has advanced to $1.50 per 100 lbs.

Solid sash weights are selling at $1.60 per 100 lbs. Sectional 1-lb. and ½ lb. are $2.25 per 100 lbs.

The new discount on tire bolts is 65 per cent.

Glass.—Glass remains firm, single and double diamond being subject to 30 per per cent. discount, and cut lights net list.

Screen Wire.—100-ft. painted rolls are $1.70, and 50-ft. rolls $1.75. Bronzed

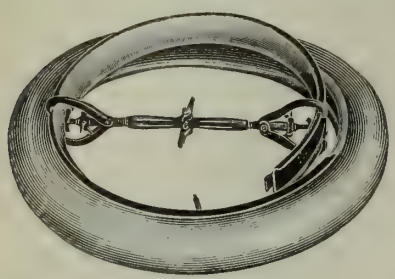
(Continued on page 58.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

O.B. TIRE TOOL

The O.B. Tire Tool Company, Eighteenth and Gratiot Streets, St. Louis, Mo., U.S.A., have placed on the



O. B. Tire Tool

market a tool for removing and replacing tires on split demountable rims.

The cut illustrates how the diameter of the rim is decreased to allow the tire to fall off the rim. To replace the tire the rim is shoved back into place, gripping the tire instead of the tire having to be forced over the rim. The operation of the tool is after the style of a jack, the screw being used to draw the rim from the tire and to replace it again.

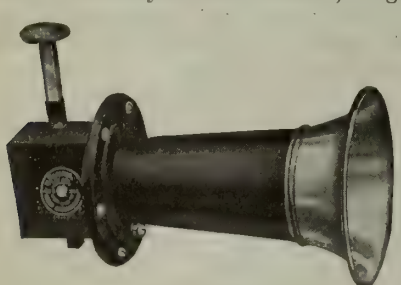
The makers claim that the O.B. tool is very easy to operate, and that it prevents pinching the inner tubes, and also saves the valves from danger.

They claim that the tool saves a great deal of time and labor.

This tool is made of malleable iron, and is oxidized. It is sold under a guarantee, and is applicable to any split demountable rim.

SAMPSON-LION HAND HORN

The American Electric Company, State and Sixty-Fourth Streets, Engle-



Sampson Hand Horn

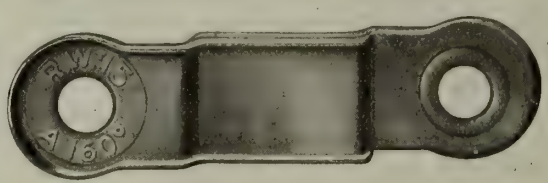
wood Station, Chicago, Ill., U.S.A., has recently placed a new auto horn on the market, called the Samson Lion.

The manufacturers state that the most important feature of this new horn is its simplicity, there being only one movable shaft in use, and it is supported between two bearings. It is claimed that no bushings are required, because the gears are made of steel, and because there are no soldered joints to work loose.

The company describes the pinion and strike wheels as being cut from one solid piece of steel, and every tooth of the strike wheel is said to be ground to produce a uniform tone. The square shape of the gear box is a new idea. The horn operates on the push-down principle. The length over all is eleven inches, and the horn is furnished in black with brass or nickel trimmings.

NEW FUSIBLE LINK

Richards-Wilcox Canadian Company, Ltd., London, Ont., offer to the trade a new fusible link, No. 96. The makers state that the link has been approved by



No. 96 Fusible Link

the Underwriters' Laboratories, and is for use where a labeled link is called for. The links are made, inspected and tested under the direct supervision of the Underwriters' Laboratories, and are packed one hundred in a box, with the underwriters' label as a seal.

THREE NEW DELTA FILES

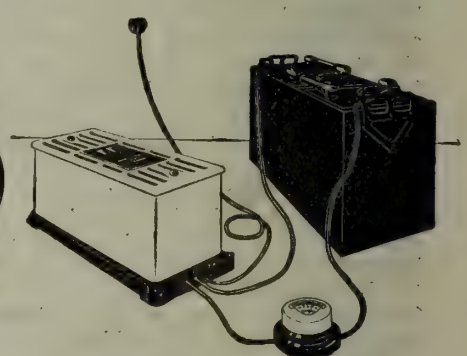
Delta File Works, Philadelphia, Pa., are directing the attention of the trade to three new hand saw files which have recently been placed on the market. The particular feature of the files is that they are very much longer than the usual shapes used in the same cross section or face of the file. The makers state that the files are made absolutely of crucible steel, with a deeper tooth and the correct angle that will insure the greatest efficiency. The three files are carpenter special, mechanic's favorite, and expert's choice. Each represents a special length, retailing at popular prices. The makers state that the retailer can practically take care of his hand saw file business with three files instead of his method heretofore of carrying eight or ten different sizes and widths.

The longer sweep of the files, it is claimed, economizes the time of the user so as to be able to do twice the work in half the time.

Attractive signs, featuring the new files, have been prepared for use in the retailers' stores. Complete descriptive matter will be mailed on request.

BATTERY CHARGER

An alternation current battery charger is now being sold by the France Manufacturing Company, 1434 West 75th Street, Cleveland, O., U.S.A. The charger is said to be made especially for



Battery Charger

charging batteries at home. All starting, lighting, and ignition batteries as used in automobiles require charging at certain periods. This, the France Company claim, can be done over night by use of their machine. In the case of motor cars, it is claimed, the batteries may be recharged without being removed from the car.

To operate the device, a plug is screwed into any standard electric light socket and the current turned on. The positive and negative wires from the charger are attached to their corresponding posts on the battery. There is an ammeter to indicate the charging rate. The machine is said to be auto-synchronous and furnished in multiple type for garages, capable of charging single cells, four 6-volt, two 12-volt, one 18-volt, or one 24-volt battery at a time.

THE JUNIOR CLERK'S PAGE

Why Do Customers Pay You More?

Clerks are Often Perplexed by Statements Made by Customers Regarding Prices Quoted Elsewhere—Very Often the Customers are in Error.

IT is not only uncomfortable, but often perplexing, to be confronted with opposition dealers' prices, especially when it happens that the customer can get things very much cheaper somewhere else. But what is even more perplexing is that the customer often comes back for the very articles which he has said he can buy "for half the money" nearer home, or from the big advertiser or the mail order house.

It is uncomfortable for the clerk. He knows that mistakes occur, and that he may be in the wrong. He does not like to dispute with the customer. It's bad policy. Yet he may feel that his price is right. It may be marked on the article. That even does not always satisfy the buyer, for he is positive of the exact value and to the best of his knowledge, he is right. The clerk is often placed in this quandary. He does not like to let the customer go elsewhere, nor does he feel, and perhaps he has not the authority, to alter the price. Often the customer becomes almost unbearable, and on two or three returns to the store is nicknamed "Bargain Hunter," "Know It All," or some other appropriate title is inflicted upon him.

Surely there are some ways and means which prove helpful in meeting these setbacks. Perhaps the clerk was mistaken, or perhaps the person who marked the goods was responsible, but most likely the clerk was right, and the customer was in the wrong. Though, of course, it often happens that the customer was most sincere in his belief that the price was too high.

It may be that the customer has been quoted an erroneous figure elsewhere. Perhaps it was a year or even years ago when the customer saw the goods at a lower price. It may have been a special price for one day or to clear the line out, and very possibly it was an inferior article, but with the same appearance. Sometimes it happens that a special price has been quoted on some line as a bait for further purchases, but most likely it is the price advertised by some competitor, or, to speak more correctly, the price the reader believes the advertisement stated.

Traveller Trips Up Customer

A Toronto traveller was sitting on one side of a counter and the merchant on the other side when a big, husky chap came in and asked what discounts the merchant would give him on five gross of screws. The merchant had quoted this same man on goods before, but seldom had the pleasure of making a sale. Thinking perhaps he could make a permanent customer, he quoted three discounts,—per cent.,—per cent.,and—per cent. The man carefully jotted down the figures and went out.

Five minutes afterwards the traveller also went out, crossed the road, and entered another hardware store. Here he did not sit on one side of the counter, but went behind a partition—away from the store proper.

It was not more than another five minutes before the big, husky man walked in and asked "What discounts will you give me on five gross of screws?"

The same three discounts were quoted.

"I can get those three and another fifteen per cent. off from the chap across the road," said the customer.

Merchant No. 2 hesitated a minute, and then said: "Well, if he can, I will."

Hearing the merchant's answer, the traveller called him to the back of the shop, saying:

"It is not my place to say what price you should ask for screws or any other commodity, nor is it my place to carry prices from one store to another, but because that man is lying, I am going to tell you exactly what your opposition dealer quoted."

The merchant went back and asked the customer if he was sure the extra fifteen per cent. had been mentioned.

"Positive. Just came from there."

The merchant called the traveller. The man backed down. The drummer delivered an extemporary lecture, and the customer excused himself by saying he thought an extra fifteen per cent. wouldn't make much difference. He bought the screws, and has been an uncomplaining customer since.

Some Lines Sold Close

It is a customary thing with hardware merchants in every direction to sell some lines on a very close margin. Nails, for instance, are often quoted exactly the cost to the merchant. Glass is in many cases another non-productive line, except when sold in small panes. Close prices are often quoted on these two lines purely and simply because they are expected to precede the order of more profitable wares.

Being accustomed to selling nails by the keg, a clerk quoted 3¼ cents over the 'phone for this line.

"Send me up a pound of two-inch and put in some larger ones to make up the even coppers," ordered the voice at the other end of the wire, totally ignorant of the value of nails, and never thinking of the trouble and expense she was asking the dealer to settle out of his trivial profit.

Trying to do a wholesale business in nails often makes the customer think he is paying too much when only buying a small quantity.

Some Houses Run Specials

There are certain houses that run "specials" once a week or twice a month. The merchant with one price day in and day out is often confronted with these quoted prices—prices which sometimes are only a cent or two below regular price, and on some occasions are higher than the merchant receives in a regular way.

There were a half-dozen compass saws laying on a dealer's counter one Friday. "How much are these?" the merchant was asked. "Thirty-five cents," he replied. The customer laid the saw down and went out. On the following Monday he returned. "Look at that for a quarter. Same thing you asked me thirty-five cents for," he exclaimed, holding up a compass saw.

The dealer looked at it, and then looked at the man.

"We have had twelve of this make in for twelve months. Our price was twenty-three cents until to-day. There they are on the counter marked nineteen

(Continued on page 58)

WEEKLY PAINT DEPARTMENT

Competing With Department Stores

Department Stores and Mail Order Houses Sell Paint During the Winter — How to Meet the Competition—Points in Favor of Retailer's Brands—Value of Co-operation

HARDWAREMEN who hold the opinion that ready-mixed paints cannot be sold in mid-winter would probably be surprised if they knew the extent of the business done by department stores and mail order houses during the winter months.

At the time of writing one large department store in Canada is using considerable newspaper space, window space, and show cards in the paint department, to feature a February sale of paints. While it must be admitted that a cheap paint is being offered for sale, the fact remains that many thousands of quarts will be sold before the end of the sale, thus demonstrating that the public will buy paint during the winter months.

Price alone does not sell the paint. Many people are rather skeptical when they are appealed to on a price basis only. The department store suggests that inside painting be done now, and that woodwork, floors, walls, etc., be brightened up.

The advertising of the department store has a far-reaching effect. Not only does it benefit the department store, but it indirectly benefits many retail hardware firms. When a department store puts on a big paint selling campaign, it drives many people to the hardware stores. Some ask for a cheap paint at a price that will compete with the department store price. Other customers do not seem very much interested in the department store's price. They have been stirred into action by the department store's advertisement, and have found out that they can do their inside painting and decorating now, instead of leaving it until spring.

Retailer vs. Department Store

It is up to the retailer to use the very best of care when handling these customers. The retailer is up against a low-priced paint. Very often the department store is selling the paint at a lower price per quart than the price the average retailer pays the manufacturer for the nationally known brands of paints.

How are the retailers going to meet the department store or mail order competition?

Some retailers report that they successfully fight the competition of the department store and mail order houses. Other retailers claim their sales have suffered.

In the first place, the department store has its paint put up under a private brand. The retailer can comment on this feature as he sees fit. The department store has only a limited range of colors to offer, when compared with the wide range of colors carried by the retail hardware merchant. This is a point that all retailers should emphasize strongly when talking to customers who refer to the department store's line of paint.

The department store puts on a sale of paint at a low price, but states that the paint will only be supplied at the cut price while the supply on hand lasts. After the supply runs out, the customer will have to pay a higher price; but he cannot tell how much higher it will be. Then there is the difficulty in matching colors. The retailer who carries a line of paint made by a good reliable manufacturer can always match up the colors for customers who may want additional supplies of paint of a certain color. There is very often considerable difficulty in matching up the colors when they are bought in department stores under private brands.

It also happens in many cases that department stores put on a sale of paint in one size only—say, for instance, the quart size. Quarts, however, are the only size you can purchase. The result is that many customers who run short and need only a pint more to finish the job cannot purchase the smaller quantity.

Paints for all Purposes

Still another point worthy of consideration is that some of the sales clerks in the department store will state that the paint offered is good for all purposes. It is first-class, they say, for finishing walls, woodwork, floors, farm implements, and for dozens of other purposes. It is a regular paint for all purposes, and, according to some of the sales clerks, is equally as good for one purpose as for another. The retailer, on the other hand, has a paint for every purpose, and if he knows his stock well, and is a good salesman, he can easily convince a customer that one kind of paint will not do for all purposes, and give the best results.

In order to make permanent customers, greater care is required in paint salesmanship than in selling any other hardware line. A misinformed customer, by improper application due to a lack of knowledge of how to use the goods, will often make a poor job with the best paint made. Department store paint salesmen, as a general rule, have a very limited knowledge of the proper use of painting materials. The hardwareman is generally well posted on paints and their uses. No firm can secure the best results unless they have salesmen behind the counter with the ability to recommend and sell the right product, the correct shade, and the one best adapted to the needs of each particular customer.

Co-operation Between Retailers

There is great need for co-operation between retail hardwaremen in educating the public regarding paint values.

A story is told of two located retailers in a fair-sized town, where many of the townspeople followed closely the advertising of the department stores and mail order houses. Many people in the town had grown into the habit of sending their money away to the large city store for supplies.

Both retailers handled high-grade paints made by nationally known manufacturers. There was in neither line any great talking point which was not pertinent to the other paint.

There was a great difference in the sales methods of the two retailers. The first merchant would say nothing good regarding his competitor's paint. Instead, he deliberately knocked the competitive brand. If he could not land an order from a customer, he tried his best to give the prospective customer the idea that the competitor's line of paint was very inferior.

The second merchant was different. He did not knock. When asked by a prospective customer regarding the

SAFETY FIRST

BLUE BARRELS

Always Guaranteed

PURE, THAT'S SURE

Insist on getting these Brands.

THE
Dominion Linseed Oil Co.
LIMITED
BADEN — TORONTO — MONTREAL

The Jamieson Line of Paints and Varnishes

is very profitable to carry because it is always satisfactory, and every sale leaves a good margin of profit.

Let us tell you all about our exclusive Agency Proposition.
WRITE US NOW!

R. C. JAMIESON & CO., Limited
Established 1858 **MONTREAL**
Owning and Operating P. D. DODS & CO., LIMITED

paint sold by the first merchant, he admitted that the two paints were made by two leading manufacturers, and that from a quality standpoint either was perfectly reliable.

The result was that the merchant who could see nothing good in his competitor's article sold comparatively little paint. The second merchant did a very nice business. But the department store or mail order house did more than the two merchants combined.

One merchant openly denounced the merit of his competitor's product, and the other admitted that the two paints were on a par so far as quality was concerned. The result was that many customers wondered if both paints should not be avoided. The doubting customers were easy marks for the mail order houses who were pushing their paints largely on a price basis. Both merchants suffered as a result.

It would have been much better for both merchants if they had co-operated together and conducted a campaign of education to show the consumer the advantage of buying the products of nationally known manufacturers from the local merchants. Many more sales would have been made at home, and in the long run the customers would have been better satisfied. Co-operation will assist in combating department store and mail order competition in the paint trade, even though the retailers of a town carry different brands of paints.

WEEKLY PAINT MARKETS

(Continued from page 60.)

been reached. The market is firm with advance and bookings for spring delivery are good.

Mixed Paints More Active.—The proposed advance on ready mixed paints has already had the effect of stimulating business and more nice spring orders have been booked. Consumers are evidently covering for their requirements before the new prices go into effect. The proposed higher prices given last week are purely tentative and there is a possibility these being increased as raw materials continue to advance and there are no indications of any recession.

Red Lead Higher.—The pig lead market has also affected red lead which has advanced. Red lead in 500 lb. casks is now quoted at $11.00 and in 100 lb. kegs at $11.50 per 100 pounds.

Dry White Lead Higher.—Prices of dry white lead have advanced in sympathy with the pig lead market. Dry white lead is now quoted at $11.50 per 100 lbs. in 500 lb. casks and $12.00 in 100 lb. kegs.

Gasoline Firm.—The market is very firm and although prices of gasoline and benzine have not advanced, there is a possibility of higher prices in the near future. Canadian crude oil has advanced 5c and Pennsylvania crude 10c. There is no improvement in the situation. gasoline is quoted at 28½c and benzine at 28c per gallon.

Putty is Firm.—Business is quiet but prices are holding very firm due to the cost of raw materials. There is practically no whiting coming in, and what little there is, is increasing in cost. The following prices are being quoted in Toronto for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

WEEKLY HARDWARE MARKET REPORTS

(Continued from page 53.)

screen wire is 8 cents per square foot and cut is quoted at 9 cents per square foot.

WINNIPEG

WINNIPEG, Feb. 3.—Business for February has started with a rush, and jobbers are looking forward to a splendid report for the end of the month. There were a great many cars booked for February 1 shipment, and these are being taken care of as quickly as possible. The jobbers are all prepared to handle orders in good style, and, although there will be difficulty in securing some lines, they expect that the bigger percentage of the orders will be shipped complete. There is no doubt that the jobbers have had their own troubles in placing their orders with manufacturers who could supply the goods, but they have met the situation in a careful manner, and it is to be hoped that there will be no serious delays in the retailer receiving his goods.

Many Price Changes.—Another big list of price changes has gone through during the past week, and this is affecting nearly every line into which steel or iron enter the manufacture. As a matter of fact, it would seem as though nearly every line which the jobber carries will be affected to some extent.

Pocket Cutlery Advances.—One of the most notable advances which has gone through is that applying to English pocket cutlery, the advance in some instances ranging as high as 20 per cent.

Another line to be affected is Barbour's shoe thread, and prices to-day are very much higher than they have been in the past.

Butts and Hinges Higher.—All lines of steel hinges and butts have taken an advance in price of at least 5 per cent., and new prices on some of the items are given below.

HEAVY STRAP HINGES, IN BULK

4-inch, $1.52 doz. pairs; 5-inch, $1.85 doz. pairs; 6-inch, $2.00 doz. pairs; 8-inch, $2.75 doz. pairs; 10-inch, $4.90 doz. pairs; 12-inch, $6.00 doz. pairs.

HEAVY T HINGES, IN BULK

4-inch, $1.30 doz. pairs; 5-inch, $1.50 doz. pairs; 6-inch, $1.60 doz. pairs; 8-inch, $2.10 doz. pairs; 10-inch, $3.45 doz. pairs; 12-inch, $5.60 doz. pairs.

CORR. STRAP HINGES, BULK

4-inch, 90c. doz pairs; 5-inch, $1.25 doz. pairs; 6-inch, $1.70 doz. pairs; 8-inch, $2.80 doz. pairs; 10-inch, $4.20 doz. pairs; 12-inch, $6.15 doz. pairs

CORR. T HINGES, BULK

4-inch, $1.15 doz. pairs; 5-inch, $1.60 doz. pairs; 6-inch, $1.90 doz. pairs; 8-inch, $3.25 doz. pairs; 10-inch, $4.60 doz. pairs; 12-inch, $6.50 doz. pairs.

Pipe to Advance.—It is expected that another advance will go into effect this week on iron pipe following the advance noted in the Eastern market reports last week.

White Lead Advances.—White lead in oil has advanced further, and quotations for pure lead ground in oil are now $12.10 per 100 lbs., in ton lots, and $12.40 per 100 lbs., in less than ton lots.

Rope Advances.—Rope has also come in for two changes during the past week, and the revised prices will give an idea as to what extent this line has been affected. Quotations are now as follows: Pure Manila rope, 21½c lb. base; British Manila rope, 17½c lb. base; African hemp rope, 17½c lb. base; sisal rope, 14c lb. base; lath yarn, 13½c lb. base.

Shoe thread has also advanced, and the following prices are now in effect for Barbour's shoe thread:—No. 8, in 1 and 2 oz. balls, $1.45 per lb.; No. 10, in 1 and 2 oz. balls, $1.55 per lb.; No. 12, in 1 and 2 oz. balls, $1.60 per lb.; No. 15, in 1 and 2 oz. balls, $1.65 per lb.; No. 20, in 1 and 2 oz. balls, $1.70 per lb.

Sash cord, No. 8, is now quoted at 35c per pound. Caldwell sash balances are now quoted at 33 1-3 discount

WHY DO CUSTOMERS PAY YOU MORE?

(Continued from page 55)

cents. The saw you were looking at on Friday was worth three of them."

Sometimes it proves helpful to keep opposition dealers' advertisements on file and refer to them when their prices are quoted. It may save confusion and dispel doubt.

And there's many another thing to keep in mind when your prices are questioned—one of them is the peculiarity a lot of people have for returning, even though other dealers' prices are "away below yours."

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian—Col. N. Golejewski, Military Attache, Room 904, Flatiron Building, New York City, N.Y.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

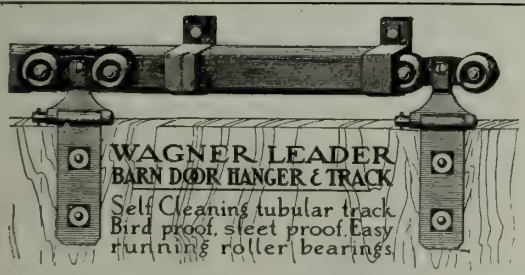
OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES
for Dentifrice, Soap Tablets, etc.

FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**



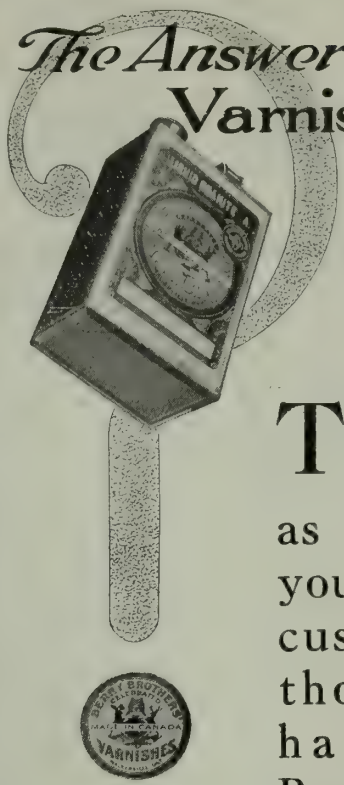
Evertight Barn Door Track. Write for Wagner Catalogue.

Builders of Light Weight, High Power Gasoline Engines for all Farm Work. And the Original Successful Binder Engine.

Cushman Motor Works of Canada, Limited

281 Princess St., Winnipeg, Canada

The Answer to the Varnish question-



THE question of varnish is as important for you as for your customers. Although if you handle Berry Brothers products you have a safe and easy answer.

The consumer has learned the need for discrimination, and your intimate knowledge of varnish values enables you to give your customers practical advice when asked for.

The high grade dependability of our varnishes and enamels warrants their unqualified recommendation.

Write for our complete price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville Ontario (243)

When writing advertisers please mention Hardware and Metal.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 4.—There has been considerable activity in the paint trade following the announcement of the general advance on ready mixed lines to which reference was made last week. However, it is yet early to judge the full extent of the effect of the increase, as many of the travellers are just taking the road with the new quotations. It is expected that retailers who had not already placed their spring business will at once book with specifications to take advantage of the period of grace until March first when new prices go into effect— a concession made largely for their benefit. Although still further increases are warranted, and will undoubtedly be made unless there is some general reaction in the situation as regards the cost of raw materials, the abnormally high and uncertain position of the market will have a tendency to curb speculative buying to any great extent beyond requirements.

The advance announced—10c on colored lines and 15c on whites—did not by any means cover the increase in the cost of raw materials. Attention has previously been called to this phase of the situation in which the tenseness has been increased by a further advance on white lead and prospects of still higher prices. In other departments prices are being firmly maintained. Under these conditions manufacturers see no other course than to make further increases. However, it is not expected that quotations will be further disturbed until the end of the present selling season. In the meantime if there is any material reaction higher prices may not be found necessary—but indications of that reaction are not at present in evidence.

White Lead Up Again.—As indicated in last report still another advance on white lead has been announced. The quotation on the ton basis is now $11.05 as compared with $8.20 at the beginning of the war. And it would appear that the worst has not happened. The last advance of 25c compared with an increase in dry white of 50c, and, as the situation has become even stronger since. another rise of 25c may be looked for almost immediately while 50c would not be a matter for surprise.

Linseed Oil Easier. — Although the market has been somewhat easier recently for flax, this tendency has not been felt in the linseed oil situation locally, further than that advances appear to have been checked. As has been previously pointed out the movements of raw material cannot be connected too closely with the linseed oil market. Recently the movement of flax was such that it represented a higher cost of manufacture than the market would stand with the consumption comparatively small. The result was that demand was filled from the floating supply and, even with the reduction in raw material referred to, crushers report that they could not produce at the market quotations. The market basis may now be regarded as comparatively firm at $1.06 and $1.09 for raw and boiled respectively; some business is being still done on a basis of $1.03 and $1.06 but these prices are to be advanced.

Gasoline and Benzine Firm. — The market for gasoline and benzine is steady and strong. The outlook is for still higher prices in sympathy with the American situation which indicates a coming shortage of supplies. Refiners repeat their prediction of an early advance. Local quotations follow:

Gasoline, in barrels	29c
Gasoline, in drums	26½c
Gasoline, tank wagon	26c
Benzine 1c lower.	

Turpentine Unchanged.— The turpentine situation shows practically no change since last report. In the local market the quotations continue at 82c to 84c on the single barrel basis with the usual allowances for larger orders; the bulk of the business passing appears to be at the top of the range.

Castor Oil.—The situation as regards castor oil continues to become acute. The shortage of supplies are such that prices are purely nominal and quotations will depend upon the source of the inquiry to a considerable extent. The market is nominally placed at 30c.

Other Oils.—In the miscellaneous oils there has been a strong upward movement for some time, fish neatsfoot, and lard being particularly affected. Fish oils is quoted from 60c to 80c; neatsfoot oil is quoted $1.10 and higher and lard oil also $1.10 and above.

Red Lead Higher.—With the upward movement of pig lead, dry white and red lead have been affected. A recent advance of 50c was made on white and red is now on the following basis:

Casks 560 lbs.	$10.50
Casks 100 lbs.	10.87½

TORONTO

TORONTO, Ont., Feb. 3. — The sharp break in the linseed oil market and another advance in white lead in oil are the outstanding features in the paint market this week. The drop in prices of oil was not unexpected as the market was not heavy and the high prices practically shut off what little business was offering. The advance in white lead is the third within three weeks and a further advance is not unlikely as the pig lead market is very strong. The proposed higher prices for ready mixed paints has had a stimulating effect on business, spring bookings are reported as being very satisfactory. Dry white lead and dry red lead have also advanced. The glass situation is unchanged and prices are firm although business is quiet. The turpentine market is very steady but quiet and the demand is light. Castor oil is very scarce and prices are nominal.

Big Drop in Oil.—A sharp break in the linseed oil market has brought prices down from $1.09-$1.12 to $1.02-$1.05. There is no doubt that prices were forced up too quickly notwithstanding the fact that flax seed was very high at the time. The high price of oil cut off what little business was offering and the present level is far more in line with the situation. In these columns last week it was suggested that a decline was very probable, if only temporary. Flax seed has quite recently dropped to around $2.14 at Winnipeg which looks as if speculators had been operating. Although seed is cheaper the freight situation has not improved and seed is coming last. Some Argentine seed has been imported at New York but there is none coming to Canada. The demand for oil is very light and prices are practically nominal. It is reported that there has been some price cutting and $1.00-$1.03 has been heard but the prices given below are more generally being quoted in Toronto.

	Raw.	Boiled.
1 to 2 barrels	$1.02	$1.05 per gal.
3 to 5 barrels	1.01	1.04 per gal.
6 to 9 barrels	0.99	1.02 per gal.

Turpentine Steady.— The market is steady and there is nothing of interest to note. Prices at Savannah are stationary and the situation there unchanged Locally the demand is light and prices unchanged as follows: 1 barrel lots 87c; 2 to 4 barrel lots 86c; 5 gal. lots, 95c per Imperial gallon.

White Lead Again Advances. — The extraordinary upward movement in white lead continues and prices have advanced 25c since last week. This was not altogether unexpected as since the last advance was made pig lead advanced from 5.90c to 6.10c at New York. White lead is now quoted at $11.20 per 100 lbs. in ton lots, which represents an advance of 90c since the movement started. There is nothing to indicate that the top has

(Continued on page 58.)

A VERY MUCH ADVERTISED ARTICLE

There are thousands upon thousands of artistic and appealing advertising "Silent Salesmen" preparing your selling field and backing up every effort when you are handling

B-H "ENGLISH" PAINT

PAINTED PUBLICITY AND POSTERS

Field Signs
Painted Walls
Railway Bulletins
Posters (24 sheet)

NEWSPAPER ADVERTISING

Striking series of new ads.
Electros and space both furnished at our expense

STORE DISPLAY

Over a dozen designs of rich Lithograph and other Signs, Price Cards and Counter Books.

DIRECT MAIL ADVERTISING

Booklets,
Personal Letters,
Folders, Color Cards,
Advertising to painters and houseowners.

ADVERTISING NOVELTIES

Unique and original ideas, attractive and trade compelling.
Especially designed for B-H "ENGLISH" PAINT.

Full particulars about all of the above upon further enquiry.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb.....65 68
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%: 90 days net.

Shot standard, 100 lbs., Toronto, $11.15, Montreal, $10.90; net extras, as follows, subject to cash discount only; Chilled, $1.50 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE Montreal Toronto

Single bbls., gal... 0 28 0 28
Drums, gal. 0 25½ 0 26

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 57½%.
Carriage Bolts ($1), list, 7-16 in., 42½%.
Machine Bolts, ⅜ in. dia. and smaller, 57½%.
Machine Bolts, 7-16 in. dia. and larger, 47½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 47½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 42½%.
Coach and Lag Screws, 65%.
Skein Bolts, 60%.
Square Head Blank Bolts, 50%.
Bolt Ends, 47½%.
Plow Bolts, 47½%.
Elevator Bolts, 47½%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3c off list.
Nuts, hexagon, 3¼c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75 and 10%.
Tire bolts, 65%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 75
Crown 2 05
Dandy 3 15
Improved Globe 3 85
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 4 25
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

BUTTS.

No. 804 and 840, 65%; No. 800 and 838, 60%; No. 802, 55%; No. 808, 55 and 5%; No. 810 and 814, 45 and 5%.

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins. doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr... 0 80 ....
Carpenter, red, gr.... 0 80 ...

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $7.35; 5-16, $5.95; ⅜, $5.15; 7-16, $4.95; ½, $4.75; 9-16, $4.75; ⅝, $4.60; ¾, $4.50; ⅞, $4.35; 1, $4.20.
Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 41 00 40 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 44 00 43 00
Copper sheet, tinned, 14x60, 14 oz. 46 00 45 00
Copper sheet, planished, 14x60 base. 54 50 53 00
Braziers' in sheets, 6x4 base 43 00 42 00

CORD (SASH)

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.... 5 50

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 4 00
All bright, 52 sheets 5 25

	Galvanized Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.50; 200 lbs., $9.25.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

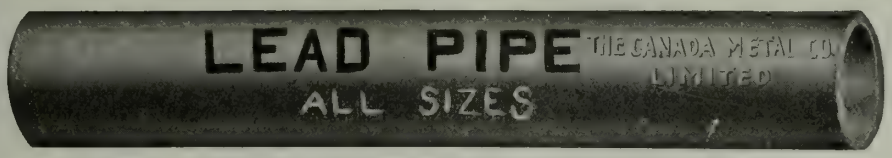
CLOCKS, ALARM

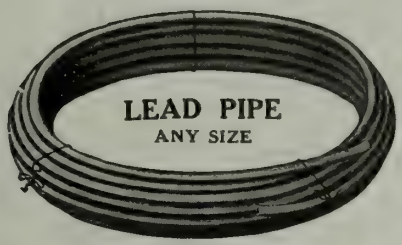
Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWWBARS 3¼ to 3½c per lb.

DRILLS

Bit Stock Drills, 65, 5%.
Wood Drills, 30%.
Straight Shank Drills, 62½%.





We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

A paint quality that pleases the best of painters and a price that appeals to the pocket book.

Our manufacturing and selling methods enable us to put an A1 quality on the market at a comparatively low price.

Once Known—Always Used

A user of Moores' House Colors is pleased with his purchase—he becomes a good, steady customer for paints and incidentally you sell him other goods as well.

Better send your request for details of our proposition—it's a sure money-maker.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney & Foot, Arcade ..	72½
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	72½

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 35½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 65 and 5%; plugs, 65 and 5%.

London discounts: Malleable, 30 and 5%; bushings, 65%; plugs, 60 and 5%.

FIXTURES, STALL. Doz.

Hollow and pressed steel.. 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 29
Drums 0 26½
Tank wagon 0 26

Toronto.

Any quantity, in bbls...... 28½
Drums, 40-gal., per gal.... 25½
Tank wagon 25

Present Price:
14 and larger 4 90
12 and smaller 5 50
Another advance expected.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15
Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt. 6 85
Masons, 5 lbs. and over, per cwt. 8 10
Napping, up to 2 lbs..... 0 10½

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 65
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.
Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs......	$1 27	$1 07
5 in., doz. prs......	1 53	1 23
6 in., doz. prs......	1 67	1 27
8 in., doz. prs......	2 27	1 70
10 in., doz. prs......	4 00	2 80
12 in., doz. prs......	4 97	4 00
14 in., doz. prs......	5 67	4 93

London price figured net at 33 1-3%.

Light.		
3 in., doz. prs......	0 35	0 35
4 in., doz. prs......	0 42	0 39
5 in., doz. prs......	0 50	0 41
6 in., doz. prs......	0 60	0 53
8 in., doz. prs......	0 88	0 63
10 in., doz. prs......	1 23	0 84
12 in., doz. prs......	2 10	1 58
14 in., doz. prs......	....	1 93

Heavy tee and strap discount, 33 1-3%.

Light tee and strap discount, 65%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs... 5 50
Over r14 in., per 100 lbs.... 4 90
Larger 4 60

Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 10%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft...... 0 14½
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 45	2 60
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	2 85
Norway iron	5 85	5 20
Mild steel	2 80	3 00
Band steel	2 80	2 85
Sleigh shoe steel...	2 80	2 60
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	2 95
Toe calk steel	3 70	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17¼
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05

Montreal, 25%; Toronto, 20%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $11 00
72x30, 26 gauge, case lots.. 11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Mechanic	25c ft.
Hercules	23c ft.
Decorator ....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz......	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby...	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, pa'ted metal lath	0 12¾
24-gauge, pa'ted metal lath	0 14¾
23-gauge, pa'ted metal lath	0 16¾
24-gauge, galv. metal lath.	0 20¾
23-gauge, galv. metal lath.	0 22¾

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft..	10 00	10 00
Sheets, 3½ lbs. sq. ft	9 90	9 75
Sheets, 4 to 6 lbs. sq. ft.	9 75	9 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, com-Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

PREPARDNESS

Every hardware merchant should be ready for the Spring Business.

The only way to be is to see that you are handling

The Paint

that is going to increase your sales by giving satisfaction and thus INSURING YOUR PROFITS.

S-W Agents are being backed by a special campaign, reaching the consumers in every district.

The results must be increased business for you.

ARE YOU READY TO TAKE CARE OF THIS INCREASED BUSINESS?

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 80
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths. doz. 1 35

NAILS

Standard steel wire nails, Toronto, $3.15 base; Montreal, $3.20 base; London, $3.15 base; Collingwood and Owen Sound, $3.20 base.

Cut nails — Montreal, $3.10; Toronto, $3.20; London, $3.35.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING Per rod

Invincible, 1640 .... 0 56
Invincible, 1848 .... 0 61
Invincible, 2060 .... 0 67
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 12 00
U.S. Navy (American)..... 11 25
New hemp (English)....... 8 75
U.S. Navy (English)....... 7 50
Navy (English) 6 00
Plumbers (spun) 5 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 30	0 33
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 11¾c lb.
Brass, light, 10c lb.
Zinc, heavy, 13½c lb.
Copper, heavy, 19c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 14½c lb.
Compos. turnings, No. 1, 12½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 10½
Coarse, sewer, lb. 0 08½

PAPER, ETC.

O.K. Paper, per roll 0 95
Resin sized Fibre, per roll. 0 42

Per 400 ft. roll

Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone 0 62
Dry Cyclone 0 60
Tarred Fibre, Good Luck Brand 0 62
Dry Fibre, Good Luck Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 .... ·30

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 75
Asbestos Bldg. 3 25
Tarred felt 2 45
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz.	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ and ⅜ in.	$ 2 52	$ 4 23
½ in.	3 15	4 89
¾ in.	3 68	6 04
1 in.	5 44	8 93
1¼ in.	7 36	12 08
1½ in.	8 80	14 44
2 in.	11 84	19 43
2½ in.	18 72	30 71
3 in.	24 48	40 16
3½ in.	29 44	48 30
4 in.	34 88	57 23
Lapweld		
2 in.	13 32	20 91
2½ in.	19 31	31 30
3 in.	25 25	40 93
3½ in.	30 36	49 22
4 in.	35 97	58 32
4½ in.	45 72	71 76
5 in.	53 28	83 62
6 in.	69 12	108 50
7 in.	92 82	146 40
8 in.x25 lbs. per ft.	97 50	153 80
8 in.x28 lbs. per ft.	112 30	177 10
9 in.	134 60	212 20
10 in.x32 lbs. per ft.	124 80	196 80
10 in.x40 lbs. per ft.	160 70	253 40

Above prices f.o.b. Toronto. Montreal prices in Montreal report.

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off. 7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 95	3 00
Heads, per 100 lbs.	3 20	3 20
Tank plates, 3-16 inch.	3 25	3 20

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 60%.

Copper rivets, usual proportion of burrs, net; burrs, add 20%.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.).... 2 45
2 ply R.R. 0 85
3 ply R.R. 1 10
2 ply R.R., complete in roll 1 35
3 ply R.R., complete in roll 1 50
Carpet felt 2 75 3 00
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 85
Ready 3-ply, Shield, per roll 1 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal., in barrels ...⅛...⅛. 0 17
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05
Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 20
British Manila basis 16½
African hemp basis 16½
Sisal basis 13
Single lath yarn basis 12½
Double lath yarn 13
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 13½
Italian rope basis 29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in......... 0 26
¼ in. and larger 0 25

Sisal Clothes Line.

3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 63
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 70
L Handle 3 70

SCRAPERS. Doz.

Medium $2 15
Heavy 3 00

SCREWS (MACHINE)

Flat head, iron, 35%; flat and round head, brass, 12½%; Filister head, iron, 25%; Fillister head, brass, 5%.

SCREWS

Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.

Per cent

Wood, F. H., brass...... 0 50
Wood, R. H., brass......... 47½
Wood, F. H., bronze 45
Wood, R. H., bronze 42½
Drive screws 65 10 10
Set case hardened 65 10
Square cap 60 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 50	3 60
12 gauge	3 60	3 70
14 gauge	3 35	3 45
16 gauge	3 40	3 50
18-20 gauge	3 55	3 50
22-24 gauge	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square...... 12 50
20 gauge, per square...... 9 75
22 gauge, per square...... 8 50
24 gauge, per square...... 7 15
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 50
16-20	6 40	6 15	....
18-20	....	....	5 70
22	....	....	5 95
22-24	6 50	6 30	....
24	....	....	6 50
26	6 75	6 45	6 75
28	7 00	6 75	7 00

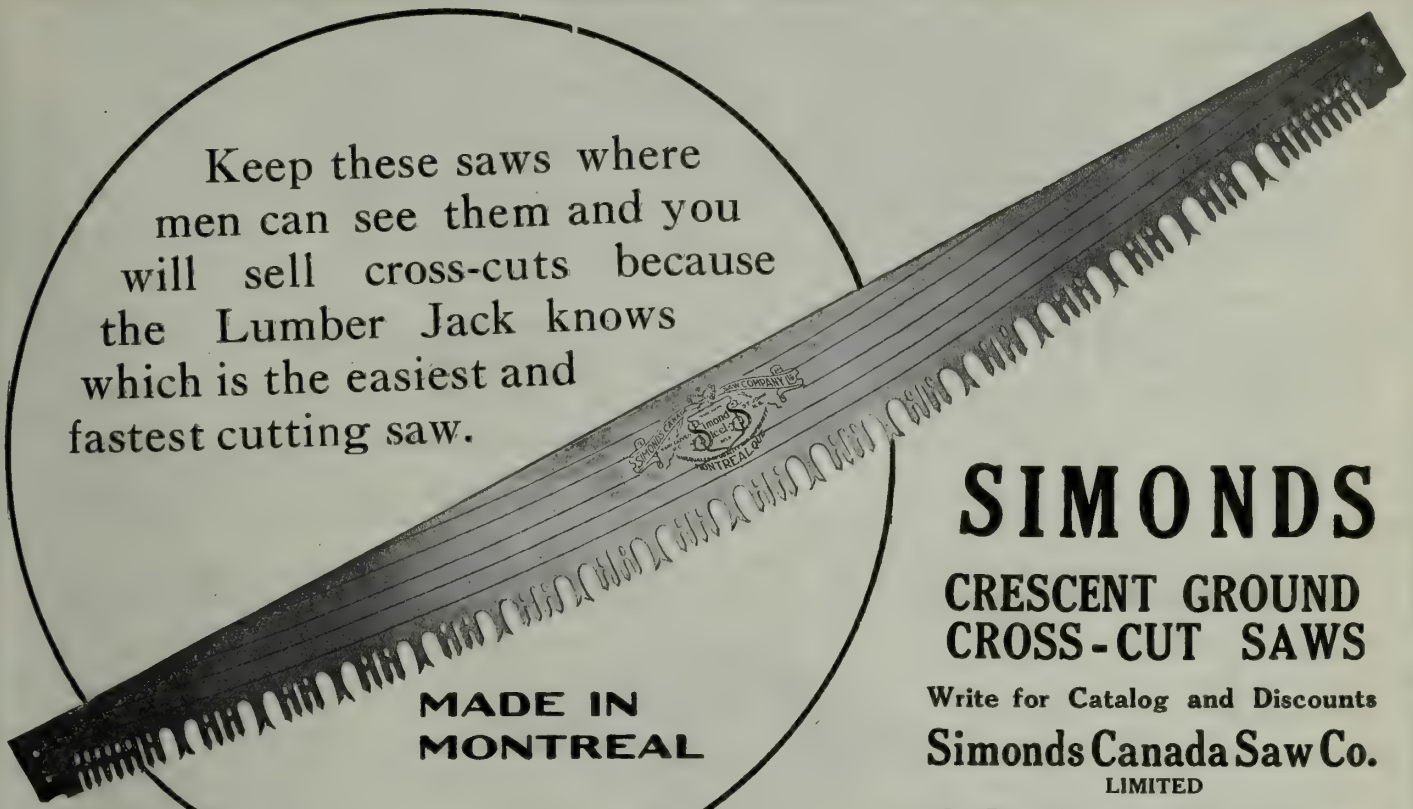
"Premier" galvanized sheets — 10¾ oz., $6.75; U.S. No. 28, $6.50; U.S. No. 26, $6.25; 22 and 24 gauge, $6; 18 and 20-gauge, $5.80; 16-gauge, $5.20; 14-gauge, $5.40.

Colborne Crown — 16-20 gauge, $5.80; 22-24 gauge, $6; 26 gauge, $6.25; 28 gauge, $6.50.

Apollo Brand.	Montreal	Toronto
14 gauge	5 40	5 40
16 gauge	5 40	5 40
18-20 gauge	5 60	5 60
22-24 gauge	5 70	5 70
26 gauge	5 80	5 70
28 gauge	6 30	6 20
10¾ ozs.	6 60	6 50

Add 25c for less than case lots.

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.



SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED

St. Remi Street and Acorn Avenue
Montreal, Que.

Vancouver, B.C. **St. John, N.B.**

STANDARD GRINDERS after FIFTY YEARS

Fifty years make half a century, and it takes a mighty good article to hold supremacy in its class all that time. Cleveland Grindstones have done it! That's because they are made of genuine Berea Grit, the finest all-round abrasive known, which has a fine, even texture all through. Furthermore, every Cleveland Grindstone is specially selected by our expert graders, and we ship to a dealer only the grit best suited to his customers. You'll be "playing safe" and will make sales without a come-back if you handle

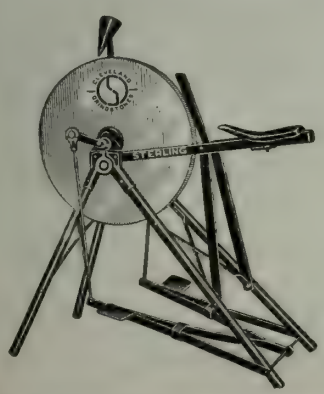
CLEVELAND Grindstones

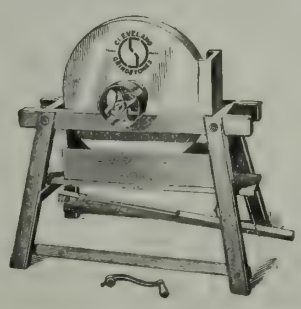
Sold only to Hardware and Implement Dealers

If you handle grindstones stamped with the quality mark shown above, you will be sure you're getting the **only** Berea Grit. You'll be backed by an unlimited supply, best factory equipment, expert workmen and a FAIR DEAL. Cleveland Grindstones will help you get the business that now goes out of town.

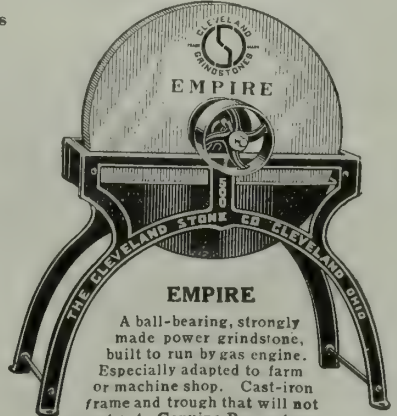
To start the ball rolling, write for illustrated Trade Price List. Tell us your jobber's name. Ask also for our famousbook, "How to Keep Mail Orders at Home."

The Cleveland Stone Co.
Leader-News Bldg., CLEVELAND, O.





Farmer's Special Model (Hand or Engine Power)



EMPIRE

A ball-bearing, strongly made power grindstone, built to run by gas engine. Especially adapted to farm or machine shop. Cast-iron frame and trough that will not rust out. Genuine Berea stone. One of the many fine models of CLEVELAND GRINDSTONES

SHELLERS, CORN

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40

Riveted back scoops, 1st, 2nd and 3rd grades, 45%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

Shovels, snow, 35%.

SHINGLES Per square

Standard galvanized	$5 50
Shipping weight, 90 lbs.	
Standard painted	3 75
Shipping weight, 80 lbs.	

Discount 10%.

SIDING

Standard galvanized	$4 75
Ordinary galvanized	4 45
Standard painted	3 20
Ordinary painted	3 00

Discount 10%.

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 37 cents.

SOLDER, WIPING.

Acme	0 22½
Commercial	0 23
Easy	0 22½
Star Extra	0 24
Strictly standard wiping	0 24¼

SPELTER
See weekly report.

STAPLES

	Per cwt. Montreal Toronto and London
Fence staples, galv., in kegs	4 20
Fence staples, galv., 25 lb. boxes	4 45
Fence staples, bright, in kegs	3 35
Fence staples, bright, in 25-lb. boxes	3 60
Poultry netting staples, per 100 lbs., in kegs	....
Galvanized staples	15 80
Bright staples	12 25

Discount 55 and 15%. Extra for small lots.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing	24 00
Undv. N.P., cyco bearing	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bear.	32 00
Parlor	35 00

SWINGS

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each	4 25
Ontario, 4-passenger, each	4 80
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS

Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.

Discount 80 and 20%.

NAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).

Discount 80 and 20%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.

Discount 80 and 20%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 55
Linen, No. 404, 66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 52
Challenge steel, No. 263, 50 ft., each	2 90
Challenge steel, No. 266, 100 feet	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL)

Galv. wall ties, per 1,000	$5 00
Painted wall ties, per 1,000	5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$3.80
10 in.	4.24
12 in.	5.01
15 in.	6.88
18 in.	8.80

12 cents extra for round head.

TRACK

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.	0 12¾
600 ft., per lb.	0 10½
500 ft., per lb.	0 08¾
500 ft., per lb.	0 08½

5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.	Montreal	Toronto
5-ply and up	....	0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.

100 ft., 1½ in.	11 55
100 ft., 2 in.	11 00
100 ft., 2¼ in.	12 10
100 ft., 2½ in.	14 15
100 ft., 3 in.	14 60
100 ft., 3½ in.	18 00
100 ft., 4 in.	23 00

TUBS

Samson Galvanized	
No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40
Hercules	
No. 4	12 40
No. 5	13 83
No. 6	15 40
Common Galvanized	
No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09
	Per nest
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
full box, 42½%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs.	2 40
Sectional, ½ lb., per 100 lbs.	2 40
Solid, 3 to 30 lbs., per cwt.	1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	26 25
Garden, steel wheel, doz.	39 60
Light garden, per doz.	30 00
Heavy garden, L-side	36 30
Heavy farm, solid side	39 60

WHIFFLETREES

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins., per doz.	8 75
Tubular steel, 36 ins., per doz.	9 75
Tubular steel neckyokes, 36 inches, per doz.	12 00
Tubular steel doubletrees, 40 inches, per doz.	12 50
Tubular steel lumberman's, 44 inches, per doz.	13 00

WIRE. Copper wire, 25%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Montreal: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.

Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths, 6 feet to 11 feet, discounts 5%; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh	7 70
6 mesh	8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $3.30; No. 14, $3.35; No. 15, $3.45; No. 14, $3.50.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $3.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.75 per 100 sq. ft.; in 50-ft. rolls, $1.80 per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE)

	Per cwt Montreal
Barb	4 50
No. 9, coil spring	4 05
No. 9, plain galv	4 00
No. 12, plain galv	4 15
No. 13, plain galv	4 25
O. & A., No. 10	3 47
O. & A., No. 11	3 52
O. & A., No. 12	3 55

F.o.b. London: Barb, $3.75; No. 9, gal., $3.40; No. 12, gal., $3.55; No. 13, gal., $3.65; No. 9, coil spring, $3.45.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt
No. 12	$ 3 60
No. 13	3 70
No. 13½	3 75
No. 14	3 85
No. 15	4 05

WRINGERS.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley, B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 15 per cent.

Daisy No. 2	$ 8 90
Daisy No. 1	8 20
Maple Leaf No. 2	8 00
Maple Leaf No. 1	7 20
Sun	6 00

Less 50 per cent.

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—MOP.

White, No. 2, each	$1 00
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 29	0 27½
Part cask	0 29½	0 28

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells **profits.**

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL

Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 39
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $14 10
Weighted, 20 lbs., doz. ... 16 89

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs.	0 09
Imp. green, 100 lb. kegs ..	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 07
Indian red, 100 lb. kegs...	0 12
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 17
Chrome yellow, pure	0 30
Golden ochre, pure	0 16
French spruce ochre, pure	0 15
Chrome green, pure	0 15
French permanent green, pure	0 20
Signwriters' black, pure...	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White...	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel..	2 00
Jas-per-lac art enamel....	2 85
Mooramel	4 35

FILLER Gal.

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE Per lb.

	Per lb.
French medal	0 16
English common sheet ...	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags— No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 25
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs in ton lots.
Brandram's B.B. Genuine $12.35 less than ton lots. Ton lots less 5%.

James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$11 05	$11 26
C.P. Co. Decorators Pure	11 05	11 20
Crown and Anchor.	11 05	11 20
Elephant Genuine..	11 35	11 50
Green Seal	11 05	11 20
Moore's Pure White Lead	11 35	11 20
O.P.W. Pure English	....	11 25
O.P.W. Decorators Pure	....	11 20
Painters' Perfect ..	10 60	10 75
Ramsay's Pure Lead	11 05	11 20
Ramsay's Exterior..	10 50	10 70
Tiger Pure	11 05	11 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt...	11 50	11 00
Genuine, 100-pound kegs, per cwt....	10 87½	11 50
Less quantity ...	....	0 13

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots..$19 00
2 lb. pkgs., per 100 lbs... 16 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
200 lb. kegs, per 100 lbs... 9 60
300 lb. kegs, per 100 lbs... 9 25
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure....	2 20
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure...	2 20
Minerva	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl., London 2 25

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums..	2 85	2 95
Bladders, in bbls....	3 15	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz...... 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal.

	Gal.
Oil & Spirit, Berry Bros....	$2 73
Water Stains, Berry Bros..	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 30
Sun Varnish Stains	2 00

VARNISHES. Per Gal. cans

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish ...	2 25
Dependon Light Hard Oil Finish	1 35
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 80
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil ...	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing ...	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var ...	2 30
No. 1 Furniture Varnish....	1 25
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 60
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish........	2 25

WATER PAINTS.

Opalite, 300 lb. bbls......	0 12
Opalite, 100 lb. kegs......	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream 0 16½

WASTE WHITE WIPING.

XXX Extra	0 15¼
X Grand	0 14
XLCR	0 12¾
X Empire	0 11½
X Press	0 10¼

WASTE, COLORED WIPING.

Fancy	0 10
Lion	0 09
Standard	0 08
Popular	0 07
Keen	0 06

WASTE, WOOL PACKING.

Arrow	0 20
Axle	0 14
Anvil	0 10
Anchor	0 08

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX. Per lb.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.....	0 58
Berry Bros.	0 37
Anchor	0 33
Old English	0 41
Johnsons	0 41

WHITING.

Paris white	1 25
Plain, in bbls.	1 10
Gilders, bolted, in bbls.....	1 25

Per 100 lbs.

UNIVERNISH

The Universal Varnish

A Splendid Varnish for Every Purpose

For Floors

Hot Water won't hurt it.
Furniture won't mark it.
A dent in the wood won't break it.

For Furniture

Hot dishes won't hurt it.
Alcohol or Ammonia won't stain it.
Boiling water won't mark it.

For Boats

Fresh or salt water won't affect it.
Wind and rain will not harm it.
It will never turn white.

Put up in attractive boxes of twelve quarter pints to retail at 25c. each. Also put up in all the regular larger sizes.

Your Sales Will Increase If You Feature This Line

MANUFACTURED ONLY BY

The Dougall Varnish Co., Limited

Montreal

STOCK YOUR DRY COLORS NOW

PRICES ADVANCING DAILY

In our factory at Montreal we manufacture a line of Dry Colors which is the equal of any ever placed before the Canadian trade.

Reds, Greens, Yellows, Blues and Paris Green

Quality Unexcelled and Prices Right

The ALLAN MUNRO COLOR CO., Limited

41 BRITANNIA STREET, MONTREAL

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 9 00
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7¼ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
Standard, 50 and 5% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 47½%; 7-16 and larger, 32½%; machine, ⅜ and under, 47½%; 7-16 and over, 37½%; machine set screws, 65%; plough bolts, 37½%; nuts, small lots, net list; case lots, 2½½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 37½%; 7-16 and up, 32½%.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging 5-16, 6¼c; ⅜, 5¼c; tie out, 75%.

CHURNS.
Barrel, No. 0, $5.40; No. 1 $5.40; No. 2, $6; No. 3, $6.60; No 4, $7.80 each.

CLEVISES, MALL. 6½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 43c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 57½%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 55%.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng........	6 75
28 Am. or 26 Eng........	6 50
26 Am. or 26 special.....	6 20
24 Am. and Eng..........	5 80
22 Am. and Eng..........	5 70
18 20 Am. and Eng.......	5 50
16 Am. and Eng..........	5 35

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE. $10.90, $11.90.

LEAD WASTE. $10.90.

LINSEED OIL
Raw, per gal., $1.11; boiled, per gal., $1.14.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.25 base; Winnipeg, $3.75 base. Cut, f.o.b. Winnipeg, $3.75.

NAILS, HORSE.
Capewell, 10 per cent. off list

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.55; ⅜, $4.63; ½, $5.67; ¾, $6.98; 1, $10.31; 1¼, $12.60; 1½, $15.30; 2, $19.80; 2½, $34.65; 3, $46.80.

IRON PIPE
Black, ¼ inch, $2.93; ⅜, $3.02; ½, $3.78; ¾, $4.41; 1, $6.57; 1¼, $9; 1½, $10.58; 2, $14.22; 2½, $22.50; 3, $29.70; 3½, $35.10; 4, $42.30; 4½, $52.20; 5, $59.40; 6, $77.40.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. irons, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 50 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 11¾c base; African hemp, 17½c base; cotton rope, 25c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 50%; flat head, brass, 55%; coach, 60%.

SCYTHES Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 05
14-16 gauge	4 00
17-24 gauge	4 25
26 gauge	4 35
28 gauge	4 50

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat," No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.35 at Fort William; $3.75 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $4.05; 17 to 24 gauge, $4.25; 26 gauge, $4.35; 28 gauge, $4.50.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 91c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 10c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $11.80; small lots, $12.10.

WIRE, BARB
Lyman 4-point, $3.30 f.o.b. Fort William, $3.55 Winnipeg; Glidden Cattle, 2 pt., $3.15 Fort William, $3.40 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $3.05 Fort William, $3.35 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.65; Winnipeg, $3.95; coil spring, No. 12, Fort William, $3.85; Winnipeg, $4.15; No. 9, $3.60 Fort William, $3.90 Winnipeg. Plain galvanized, No. 12, $3.80 Fort William, $4.10 Winnipeg
Patented screen, in 100-ft. rolls. $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c

WIRE, ANNEALED
0-9, $3.70; 10, $3.76; 11, $3.82; 12, $3.90; 13, $4; 14, $4.10; 15, $4.25; 16, $4.40.

WIRE (STOVEPIPE)
18 and 19 gauge, 6c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens'

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

"Silkstone" is a business-builder—a producer of substantial profits — giver of universal satisfaction.

"Silkstone" can be washed with soap, without losing any of its beauty.

It is *sanitary* and *durable.* Is more economical than distemper colours and can be used where distemper cannot.

Dries smooth as silk, hard as stone.

Send us a trial order and test its selling qualities.

Have we an agent in your town?

If not, write us for agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

Make Your Local Advertising Pull More Business

Hundreds of Canadian hardwaremen are making their local advertising, their circulars and booklets pull more business for them, by using small electros to brighten up the reading matter.

We can supply you, just the same as we have these other hardwaremen, with these electros, at the small cost of 15c each. Every cut is mounted on wood ready for use when it leaves our office.

A few of the many electros we have in our assortment are shown on this page and if you wish sheets showing our complete list, drop us a card and sheets will be sent at once.

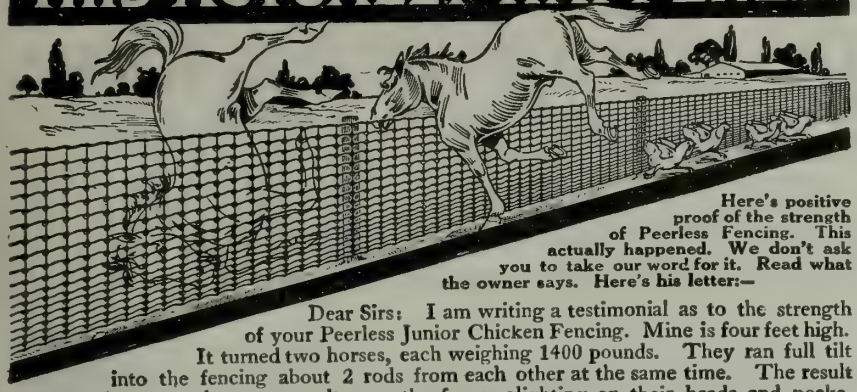
HARDWARE & METAL

ELECTRO SERVICE DEPARTMENT

143-153 University Avenue - TORONTO

MONTREAL WINNIPEG

THIS ACTUALLY HAPPENED



Here's positive proof of the strength of Peerless Fencing. This actually happened. We don't ask you to take our word for it. Read what the owner says. Here's his letter:—

Dear Sirs: I am writing a testimonial as to the strength of your Peerless Junior Chicken Fencing. Mine is four feet high. It turned two horses, each weighing 1400 pounds. They ran full tilt into the fencing about 2 rods from each other at the same time. The result was that they turned a somersault over the fence, alighting on their heads and necks, scratching them up some, but the fence remained intact. Yours truly,

Joe Boothroyd, Surrey Center, B. C.

Think of it! A dead weight of nearly a ton and a half coming with violent force against our poultry fencing—not field fencing—and yet

Our PEERLESS Junior Poultry Fencing Held

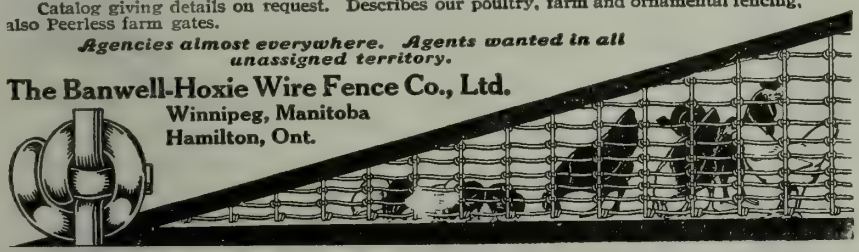
What greater test can you ask? We build it stronger than is necessary under ordinary circumstances. We build it of Open Hearth steel wire with all the impurities burned out and all the strength and toughness left in. Well galvanized. Every intersection is locked together with a Peerless Lock. Top and bottom wires of Peerless Poultry Fencing are heavy—extra strong. Consequently, fewer posts are required. Peerless fencing can't sag—can't get out of shape—can't help giving absolute satisfaction.

Catalog giving details on request. Describes our poultry, farm and ornamental fencing, also Peerless farm gates.

Agencies almost everywhere. Agents wanted in all unassigned territory.

The Banwell-Hoxie Wire Fence Co., Ltd.

Winnipeg, Manitoba
Hamilton, Ont.



STAR BRAND SOLES AND LIFTS

Are guaranteed to outwear all others.

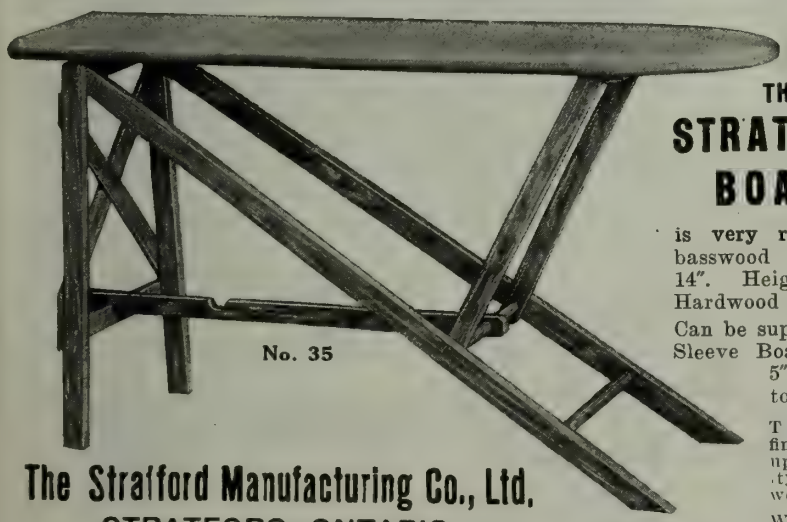
They will give your customers a service that will bring them back to you for their next requirements, and they pay a splendid profit.

Write your jobber; if he cannot supply you with "**Star Brand,**" accept no substitutes—but write directly to us and we'll ship you promptly.

BEARDMORE & CO. TRADE MARK B REGISTERED TORONTO & MONTREAL

Beardmore & Co.
TANNERS
Toronto, Montreal

The Easy-Selling, Long-Service Ironing Board



No. 35

THE STRATFORD BOARD

is very rigid. Has basswood top 58" x 14". Height 31½". Hardwood legs.

Can be supplied with Sleeve Board 24" x 5", tapering to 1¾".

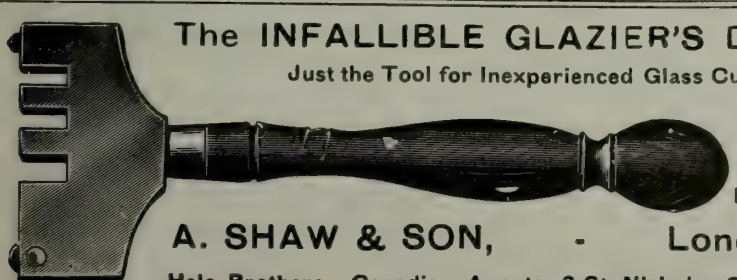
The natural finish shows up the quality of the wood.

Wrapped two in a bundle.

The Stratford Manufacturing Co., Ltd.
STRATFORD, ONTARIO

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

You can talk across the continent for two cents per word with a Want Ad in this paper

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

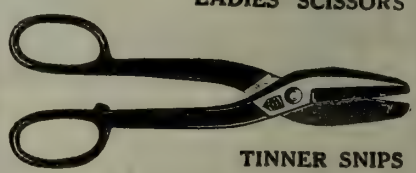
HENRY P. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

Collins' Sprayers

We are makers of the celebrated CROWN GLASS SPRAYERS, used for spraying Paris Green or Fly Oil. Book your orders now for spring delivery.

THE COLLINS MFG. CO.
413-415 Symington Ave., Toronto, Canada

BRASS SIGNS

Drop a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto

ASSIGNMENTS COLLECTIONS

Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

JENKINS & HARDY

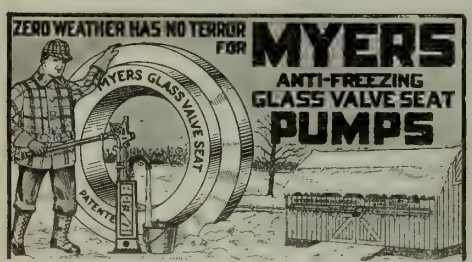
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

51½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

When writing advertiser kindly mention that you saw his ad. in this paper.

Kindly mention this paper when writing advertisers.

ZERO WEATHER HAS NO TERROR FOR MYERS ANTI-FREEZING GLASS VALVE SEAT PUMPS



PUMPS FOR EVERY PURPOSE
HAY TOOLS—DOOR HANGERS
CATALOG SENT ON REQUEST
F. E. MYERS & BROTHER
ASHLAND OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary, and Branches
LEWIS BROS., LIMITED Montreal

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

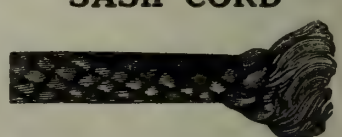
Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump & Scale Co., Ltd.
Aylmer, Ont., Canada

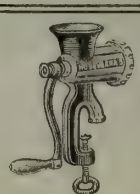
HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.,
Unity Bldg., Montreal

ESTABLISHED A.D. 1830

Do You Sell These JOHNSON Garden Tools?

A GOOD VARIETY OF STYLES — ONLY ONE QUALITY—THE BEST

No. 215—A Leader.
Finished in Blue Enamel.

No. 2120—Socket—Long Handle.
Blade Polished and Enameled Red.

No. 217—Transplanter.
A Most Handy Implement.

Handsomest and Best Made Implements on the Market. THEY SELL ON SIGHT.

No. 300—Spading Fork.
Tines Polished and Enameled Blue. Polished Handle.

No. 2500—Asparagus Knife.
Forged—Hardened and Tempered.
Fine Finish.

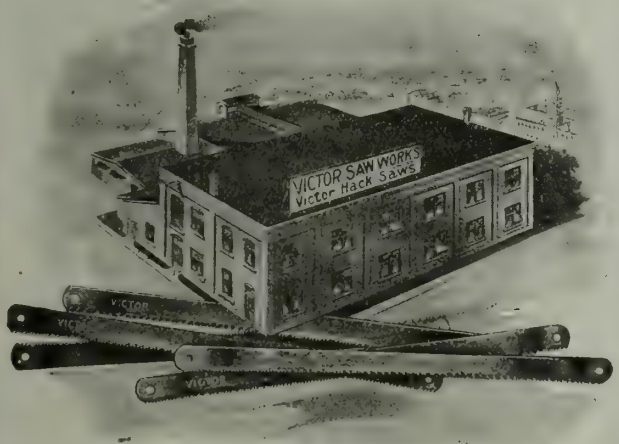
No. 400—Spading Fork.
Finished in Red Enamel

Manufactured by William Johnson, Hedenberg Works, Newark, N.J.
WRITE TO-DAY FOR BOOKLET SHOWING 19 NUMBERS

VICTOR BLADE CANADIAN MADE

The Only Hack Saw Blade Made-in-Canada

THE QUALITY IS THERE



Specify "VICTOR FLEXIBLE BLADES—18 TEETH" on the next order to your jobber.

Victor Saw Works, Ltd.
Hamilton, Ont.

VICTOR HACK SAWS Get a Box and Try 'em

Fernald Quick-Shift

No buggy owner is willing to spend an hour with a kit of tools to change from shafts to pole or back again—not when he can get Fernald Quick-Shifts for 25 cents and make the change in a minute.

The question is:

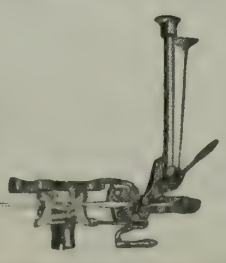
Can he get Fernalds at your store?

If not, your jobber will fix it so he can.

FERNALD MANUFACTURING COMPANY, Inc.
NORTH EAST, PA.

You can talk across the continent for two cents per word in a WANT AD in this paper

YOUR GUARANTEE



GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

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Aluminum.
British Aluminum Co., Toronto.

Aluminum Solder.
British Aluminum Co., Toronto.
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Aluminum Ware.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps.
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bar Iron and Steel.
Dominion Iron & Steel Co., Ltd., Sydney.

Barn Door Hangers.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Steel Goods Co., Hamilton.
Cushman Motor Wks, Ltd., Winnipeg.

Barn Equipment.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cushman Motor Wks, Ltd., Winnipeg.

Bath Room Fittings.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.

Batteries and Accessories.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Belting.
Canadian Consolidated Rubber Co., Montreal.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.

Gutta Percha & Rubber Mfg. Co., Toronto.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bird Cages.
Andrew B. Hendryx Co., New Haven.

Bits.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Bolts and Nuts.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Bolts.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Box Chisels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping.
The Stanley Works, New Britain.

Box Hinges and Locks.
The Stanley Works, New Britain.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
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The Stanley Works, New Britain, Conn.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Dennis Wire & Iron Works, London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brooms.
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

Brushes.
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

Builders' Tools and Supplies.
Caverhill, Learmont & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New Britain.
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware.
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Limited, Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper.
O-Rib-O Mfg. Co., Winnipeg, Man.

Buildings, Portable.
Pedlar People, Ltd., Oshawa.
Schultz Bros. Co., Ltd., Brantford, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Burlap.
G. F. Stephens & Co., Winnipeg.

Burrs.
Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

Butter Workers and Boxes.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Butts.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Calipers.
L. S. Starrett Co., Athol, Mass.

Cans.
Thos. Davidson Mfg. Co., Montreal.

Canoes.
Walter Dean, Toronto.

Carriers.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Carriers, Manure.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

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Roofers Supply Co., Toronto.

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Bissel' Carpet Sweeper Co., Grand Rapids, Mich.

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Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Ceilings, Metal.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement, Liquid.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Chafing Dishes.
Landers, Frary & Clark, New Britain

Chain Drills.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Chain, Manufacturers.
B. Greening Wire Co., Ltd., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chain, Trace, Logging, Halter Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chains.
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
A. B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines, Ont.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain

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Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Crescent Mfg. Co., New York, N.

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Meakins & Sons, Hamilton
Walter Woods & Co., Hamilton.

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Cummer-Dowswell, Ltd., Hamilton.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line.
R. Bird & Co., Crewkerne, Eng.
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Cummer-Dowswell, Ltd., Hamilton.
Doust Specialty Co., Toronto.

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American Wringer Co., New York
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Cummer-Dowswell Co., Hamilton, On
The Maytag Co., Ltd., Winnipeg, Man
Walter Woods & Co., Hamilton.

Coal Chutes.
The Dennis Wire & Iron Works, London, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Coffee Percolators.
Landers, Frary & Clark, New Britain.

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W. B. Bate & Co., Toronto.
Canada Paint Co., Montreal.
Allan Munro Color Co., Montreal.
The Ottawa Paint Works, Toronto.
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Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

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Assignees Agents, Limited, Toronto.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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R. Bird & Co., Crewkerne, Eng.
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Metallic Roofing Co., Toronto, Winnipeg.
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Roofers Supply Co., Ltd., Toronto.
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Corrugated Iron.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
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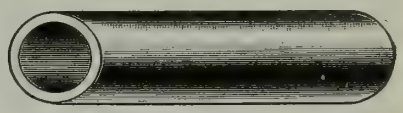

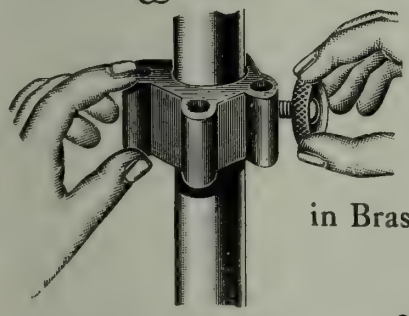

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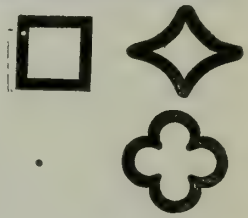

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

Cuspidors.
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Pratt & Whitney Co., Dundas, Ont.

Door Bolts.
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Door Checks.
Wm. Newman & Sons, Birmingham.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Cushman Motor Wors, Winnipeg Man.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Wors, New Britain.

Door Springs.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Pratt & Whitney Co., Dundas, Ont.

Drawer Pulls.
The Stanley Wors, New Britain.

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Whitman & Barnes Mfg. Co., St. Catharines.

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Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
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Wheeler & Bain Co., Hamilton.

Elbows.
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.

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The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton

Electric Irons.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain.

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John Oakey & Sons, Ltd., London. Eng.

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John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

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The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
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Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
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Pratt & Lambert. Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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The Stanley Works, New Britain, Conn.

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Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Wire Fence Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

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A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

Files and Rasps
Barnett Co., G. & H., Philadelphia.
Delta Fire Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms
Harrington & Richardson rms Co., Worcester, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Door Fixtures
The Dennis Wire & Iron Works, London, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Fishing Rods, Steel
Horton Mfg. Co., Bristol, Conn.

Fishing Tackle
Andrew B. Hendryx Co.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Flint Paper
John Oakey & Sons, Ltd., London. Eng.

Food Choppers
Landers, Frary & Clark, New Britain

Force Cups
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Friction Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Gaffs, Fishing
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron
Dominion Sheet Metal Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
The Pedlar People, Ltd., Oshawa, Ont
Wheeler & Bain, Toronto.

Galvanized Steel Tanks
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland, Sons & Co., Toronto.

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Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Game Boards
Schultz Bros. Co., Ltd., Brantford, Ont.

Garages, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Richards-Wilcox Canadian Co., London, Ont.
Schultz Bros., Co., Ltd., Brantford, Ont.
The L. S. Starrett Co., Athol, Mass.
Tuttrant Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

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C. S. Norcuss & Sons, Bushnell, Ill.

Garden Tools
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Ward & Payne, Sheffeild, Eng.

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Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates
Frost Wire Fence Co., Ltd., Hamilton, Ont.

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Pratt & Whitney Co., Dundas, Ont.
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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
A. Ramsay & Son Co., Montreal.

Glass Cutting Boards
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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

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Toronto Plate Glass Importing Co., Ont.

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John Oakey & Sons, Ltd., London. Eng.
A. Ramsay & Son Co., Montreal.

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A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

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Glue
W.B. Bate & Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Gouges
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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Grindstones
Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
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Gun Implements and Oil
Marble Arms & Mfg. Co., Gladstone, Mich.

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E. C. Atkins & Co., Hamilton, Ont.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Hame Fasteners
Imperial Mfg. Co., Welland, Ont.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

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The Stanley Works, New Britain.

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The Stanley Works, New Britain.

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Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

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Still, J. H., Mfg. Co., St. Thomas.

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Electrolytic Nickel 99.80%

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High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

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SEPARATE SEALED TENDERS, addressed to the undersigned, will be received at this office until 4.00 P.M., on Tuesday, February 15, 1916, for the supply of: "Brooms and Brushes," "Chain," "Coal," "Hardware," "Hose," "Oils and Greases," "Packing," "Paint and Paint Oils," "Manilla Rope," "Wire Rope," and "Steam Pipe, Valves and Fittings," for the requirements of the Departmental Dredging Plant in Ontario and Quebec during the fiscal year 1916-17.

Each tender must be sent in a separate envelope and endorsed: "Tender for Hardware, Ontario and Quebec," "Tender for Chain, Ontario and Quebec," etc., etc., as the case may be.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures. These forms can be obtained at the Department of Public Works, Ottawa.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for amount stated in form of tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the contract. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works.
Ottawa, January 21, 1916.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—90556.

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OPEN HEARTH STEEL

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The original and only Genuine Preparation for cleaning Cutlery

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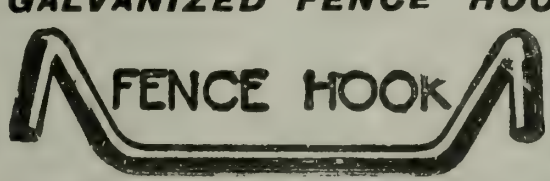

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Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Covers.
Canadian Consolidated Rubber Co., Montreal.
Hot Plates.
Collins Mfg. Co., Toronto.
Ice Cream Freezers.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.
Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.
Incubators.
Collins Mfg. Co., Toronto.
Cushman Motor Wks, Ltd., Winnipeg.
Iron and Steel Bars.
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Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Iron Pipe.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Iron Pumps.
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Jacks, Auto.
Richards-Wilcox Canadian Co., London, Ont.
Japans.
Berry Bros., Walkerville, Ont.
W. B. Rate & Co., Toronto.
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Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Joist Hangers.
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd. London, Ont.
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Jno. Oakey & Sons, Ltd., London, Eng.
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Pratt & Whitney Co., Dundas, Ont.
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Stratford Mfg. Co., Stratford, Ont.
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Sanwell-Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees.
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Schultz Bros. Co., Ltd., Brantford, Ont.
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Stratford Mfg. Co., Stratford, Ont.
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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
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Pratt & Whitney Co., Ltd., Dundas.
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Evinrude Motor Co., Milwaukee, Wis.
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Evinrude Motor Co., Milwaukee, Wis.
Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.
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Simonds Canada Saw Co., Montreal.
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Victor Saw Works, Hamilton, Ont.
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Aylmer Pump & Scale Co., Aylmer, Ont.
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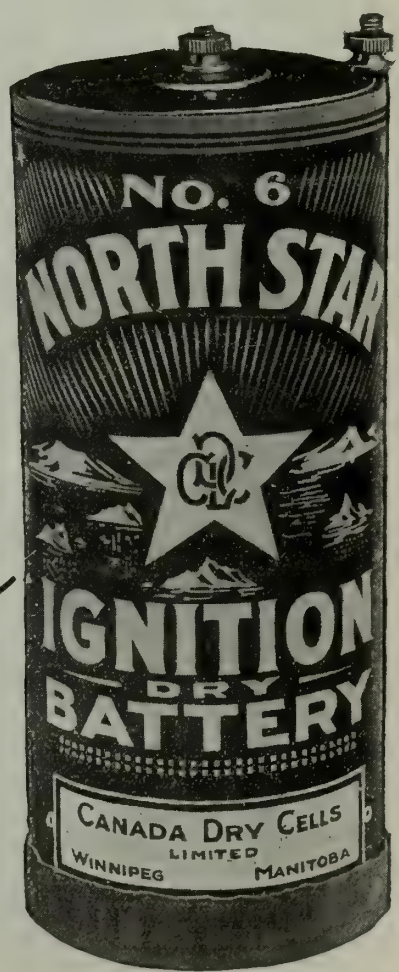

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Buck Bros., Millbury, Mass.

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Northern Electric Co., Ltd., Montreal.

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Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Millers Falls, Mass.
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Pratt & Whitney Co., Ltd., Dundas.
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

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Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
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Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Wheeler & Bain, Toronto.

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North Bros. Mfg. Co., Philadelphia.

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National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe.
National Machinery & Supply Co., Ltd., Hamilton.

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Adamson Mfg. Co., Hamilton.

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Can. H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
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Schultz Bros. Co., Ltd., Brantford, Ont.

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Richards-Wilcox Canadian Co., London, Ont.

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Wrought Washer Mfg. Co., Milwaukee.

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Boeckh Bros. Co., Toronto.
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H. S. Howland, Sons & Co., Montreal.
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Colonial Wire & Mfg. Co., Ltd., Montreal.
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Northern Bolt & Screw Co., Owen Sound, Ont.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Dominion Iron & Steel Co., Ltd., Sydney.

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B. Greening Wire Co., Ltd., Hamilton.

Wire Springs.
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B. Greening Wire Co., Ltd. Hamilton.

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Richards-Wilcox Canadian Co., London, Ont.

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Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
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Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd Sydney.

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Whitman & Barnes Mfg. Co., St. Catharines.

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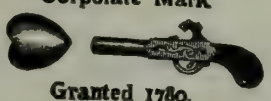

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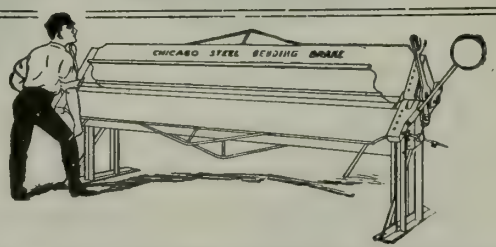

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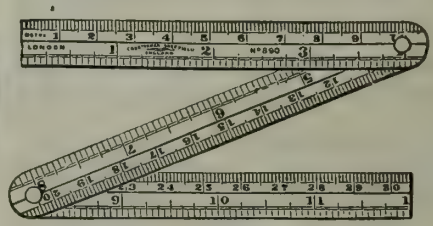
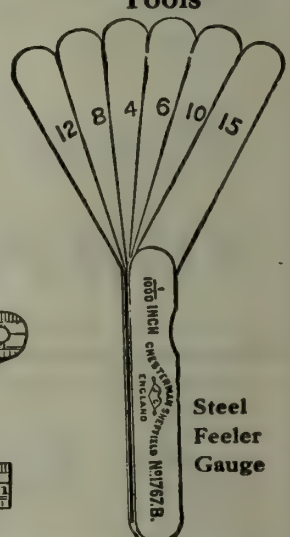


Steel Rules, Gauges, etc.

Engineers' Small Tools



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The CONDENSED AD. PAGE WILL INTEREST YOU

A Straight Talk From the Manager

No. 32

What Your Inventory Will Show

Cut Courtesy of System—The Magazine of Business

Having finished your January stock-taking you are probably working on your inventory in an effort to find out exactly where you stand.

You will expect your inventory to show you the value of your stock **to-day.** If you depended upon your invoices for prices you would be cheating yourself for nearly every article in your store is worth more to-day than it was when you bought it.

With prices jumping as they have been for months, what a hopeless task it would be to take off your inventory if it were not for Hardware and Metal's Current Market Quotations. You may depend upon their accuracy. They are invariably accepted by insurance adjusters and valuators.

Your inventory will show that your stock in some lines is running very low. Here again, let Hardware and Metal come to your rescue, with its advertising pages full of information supplied by the most reputable manufacturers and jobbers serving the Canadian trade. You are safe in dealing with our advertisers, because no questionable firm can buy advertising space in Hardware and Metal.

J. G. L.

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Like many other experienced hunters and guides, Mr. Moorehouse is loud in his praise of the accuracy and tremendous anchoring power of the 'Ross .280' and its sporting ammunition with copper tube Expanding Bullet (pat'd.)

While the Ross .280 is the most powerful of the Ross Models, any of the .303 Sporting Models give excellent results and the trajectory is as low as that of almost any of the high power rifles sold. The popular prices of these models—they retail $25.00 and up—make them general favourites.

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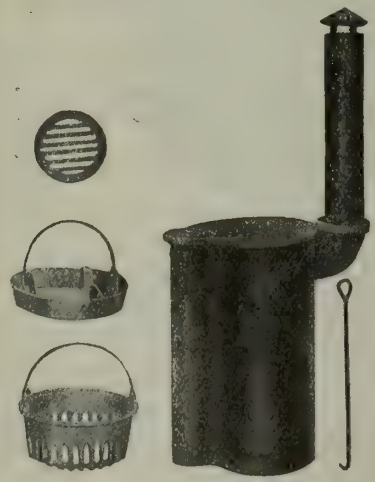
the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.



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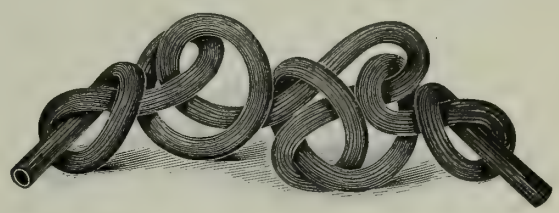

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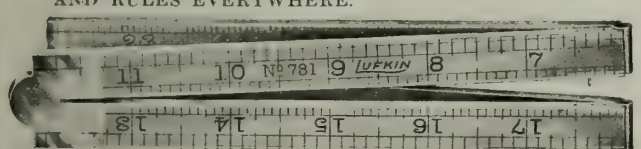

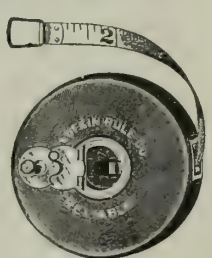

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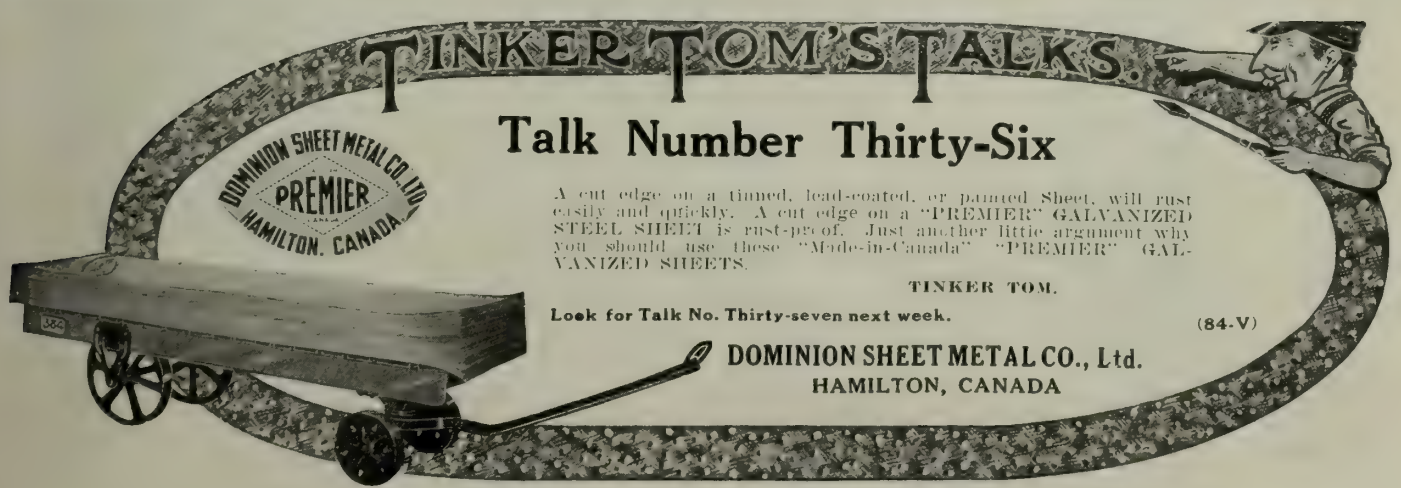

Talk Number Thirty-Six

A cut edge on a tinned, lead-coated, or painted Sheet, will rust easily and quickly. A cut edge on a "PREMIER" GALVANIZED STEEL SHEET is rust-proof. Just another little argument why you should use these "Made-in-Canada" "PREMIER" GALVANIZED SHEETS.

TINKER TOM.

Look for Talk No. Thirty-seven next week.

(84-V)

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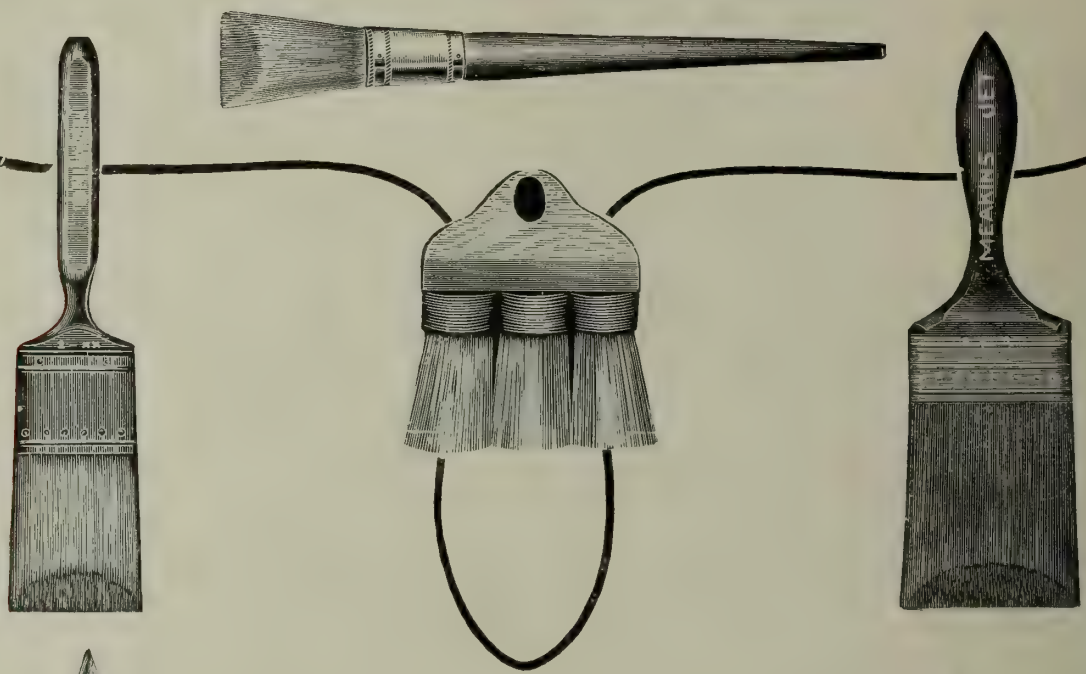

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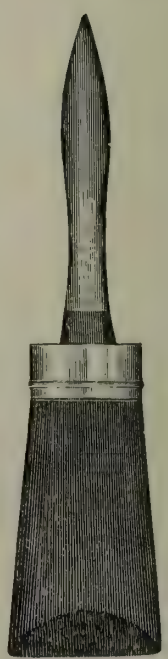

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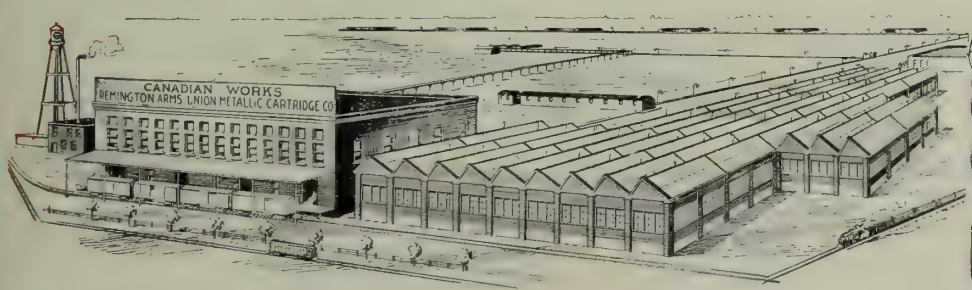

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If your competitor carries hinges in boxes, a customer will be detained there only a minute or two against the twelve minutes required at your store. It is to your advantage, therefore, not to waste the time of your customers.

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Ask for supply of circulars, with your imprint, describing this system. They can be included with letters and invoices to your customers.

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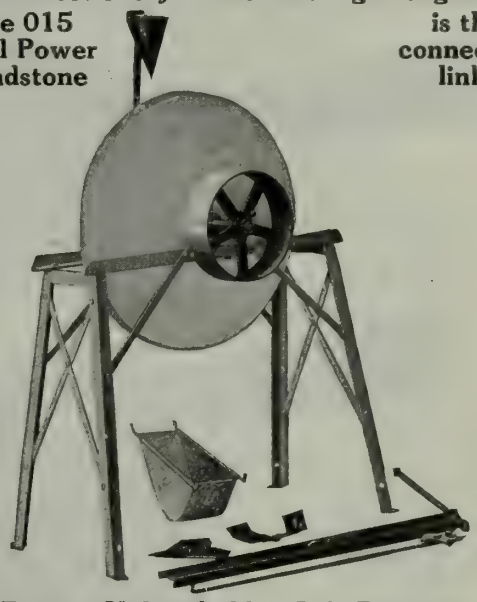
WINNIPEG
1205 McArthur Bldg.

ANOTHER R-W OPPORTUNITY

Every farmer has tools to grind.
Almost every farmer has a gas engine.

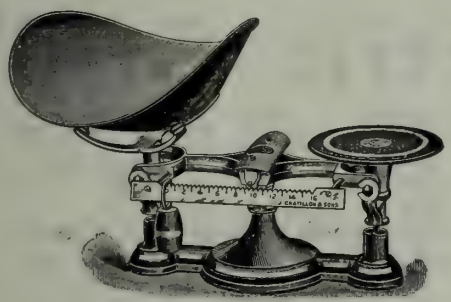
The 015 Rural Power Grindstone is the connecting link.



Steel Frame, Unbreakable, Ball Bearings, Berea Grit, 12 x 2¼ in. Pulley included. Handsomely finished. Sells to consumers in Ontario at $9.75. (Foot Power Attachment and Water Pan extra). If there is no demand for it in your section, why not CREATE a demand, as others have done?

Richards-Wilcox
Canadian Company, Ltd.
London, Ontario.

CHATILLON SCALES



are second to none. They are made in every style and capacity for every purpose—strong, durable and accurate.

They will bear the most critical Government inspection.

We also make a great variety of scales to order, for special purposes and in various capacities.

Scales for testing, counting, estimating, etc.

JOHN CHATILLON & SONS
85 Cliff Street New York City
Scale Makers Since 1835

MAKE MONEY FROM GOOD PUMPS—PROFIT

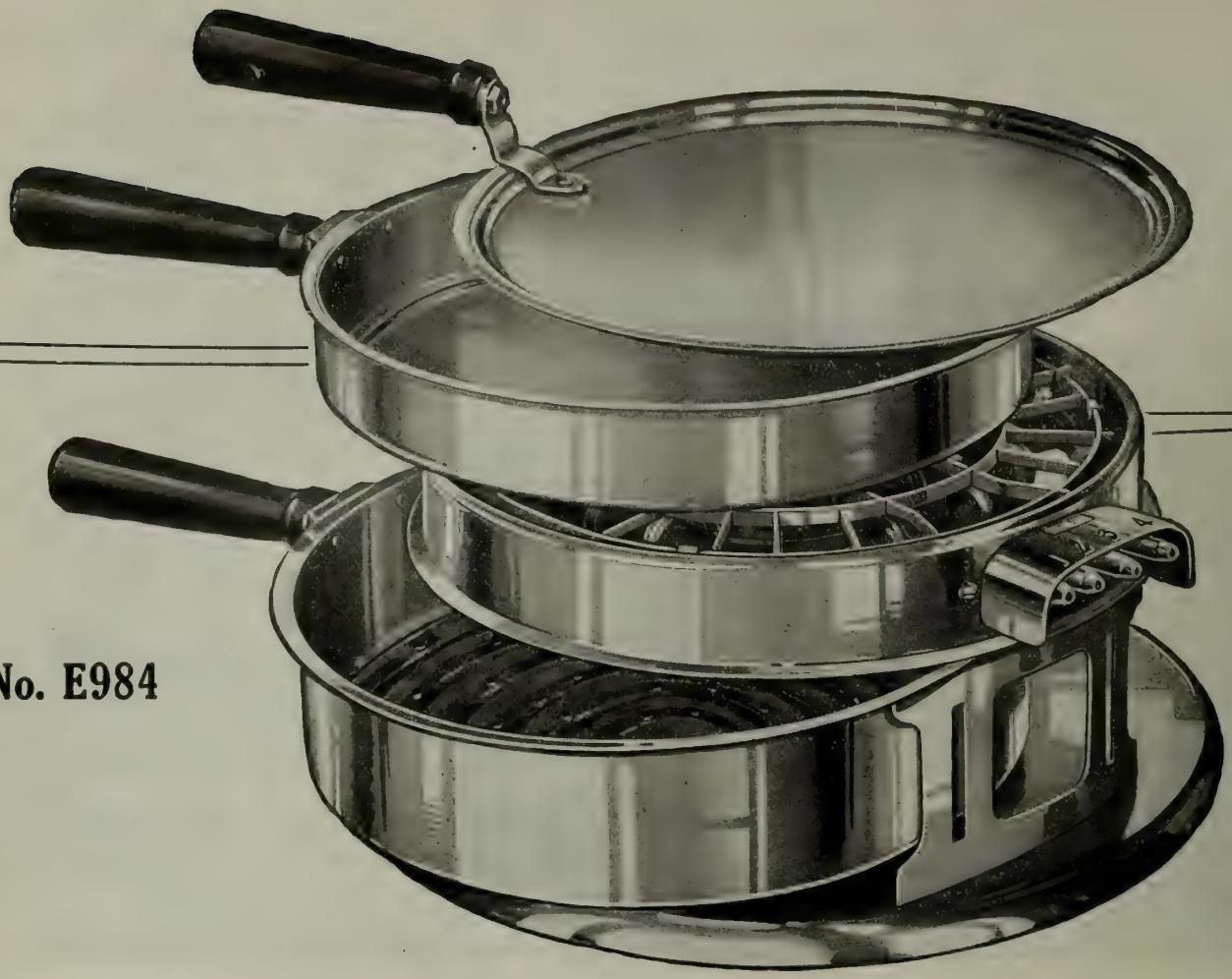
Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA



No. E984

UNIVERSAL
Four Heat Electric Grill

FAST	CONCENTRATED	MEDIUM	SLOW
560 WATTS	310 WATTS	250 WATTS	140 WATTS

Boils, broils, toasts, steams, fries and stews—fast or slow as desired, with no wasted heat, as only the actual amount of current required is consumed. This saving in current will pay the initial cost of the grill in no time. For light housekeeping and especially for summer cooking the UNIVERSAL Grill is a most important factor, for by its aid, and without other equipment, innumerable dishes are possible. It may also be used in conjunction with the various utensils found in the average kitchen—percolators, double boilers, small stew pans, etc., and when so used answers every purpose of a small gas or coal range without taking up the space required by either.

The UNIVERSAL Grill will cook an entire meal for two or three persons, right at the dining table if desired.

UNIVERSAL

For prices, etc., write to your Jobber or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN ∴ ∴ CONNECTICUT

Canadian Representatives: A. MACFARLANE & CO., Montreal

If your sales of

LAWN MOWERS

are not what they should be, perhaps we can help you.

We sell more Lawn Mowers than any two (2) Canadian Jobbers combined.

Send us a sample order for one of each of our

"BIG 5"

If not satisfied return them at our expense.

We have not yet advanced our prices.

1 BLACK DIAMOND

Ball-Bearing High Wheel
Four Blade Reel

10 in. Wheels—Geared on Both Ends.
Gold and Aluminum Bronzed, Vermilion and Black Trimmed.
Sizes, 14, 16, 18 and 20 inch cut.
Unequalled in 4 Blade Mowers of any price.

2 MAPLE LEAF

Ball-Bearing High Wheel
Five Blade Reel

11 in. Wheels—Geared on Both Ends.
Gold and Aluminum Bronzed, Light Blue Wheels, Red Dots and Stripes.
Sizes, 16, 18 and 20 inch cut.
The Very Finest Mower that can be had at any price.

3 NEW ENGLAND

Ball-Bearing
Four Blade Reel

9 in. Wheels—Geared on Both Ends.
Red Enameled and Gold Bronzed, Aluminum and Black Trimmed.
Sizes, 14, 16 and 18 inch cut.
The Strongest, Lightest Running and Handsomest Low-Priced Ball-Bearing Mower ever offered.

4 COMMONWEALTH

Plain Bearing
Three Blade Reel

9 in. Wheels—Geared Both Ends.
Blue Enameled and Gold Bronzed, Aluminum and Black Trimmed Gilt and Red Stripes.
Sizes, 14, 16 and 18 inch cut.
The Lightest Running Plain Bearing Mower on the market

5 BALDWIN

Plain Bearing
Three Blade Reel

8 in. Wheels—Geared on Both Ends.
Green Enameled and Gold Bronzed, Aluminum and Black Trimmed.
Sizes, 12, 14 and 16 inch cut.
Full Value for the Price. A Good, Serviceable and Cheap Mower.

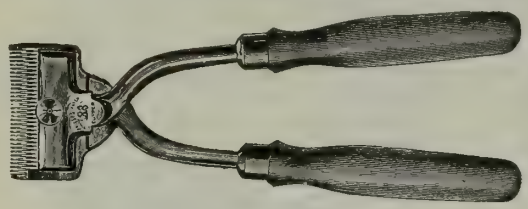
LEWIS BROTHERS, LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

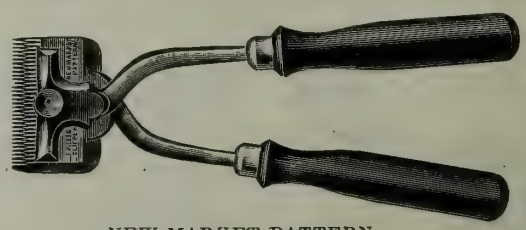
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

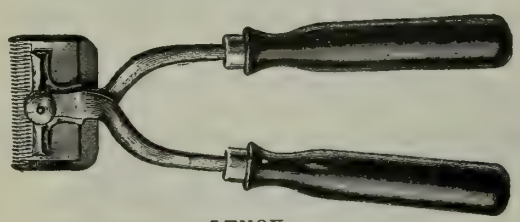
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

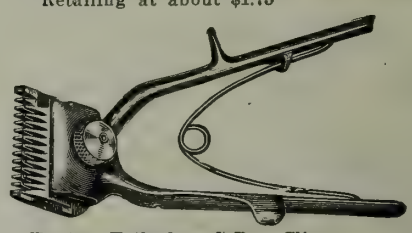


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVE
H. E. O. Bull, 184 Mance St.
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See That THIS MARK OF HIGH QUALITY Is On Every Roll

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

For Your Customers Who Own Sheep

Nothing could be a better purchase this season of high and rising prices for wool than a

STEWART Shearing Machine

It takes the wool off evenly and quickly all over, and secures the longest staple, which brings top prices.

The Stewart No. 9 Shearing Machine

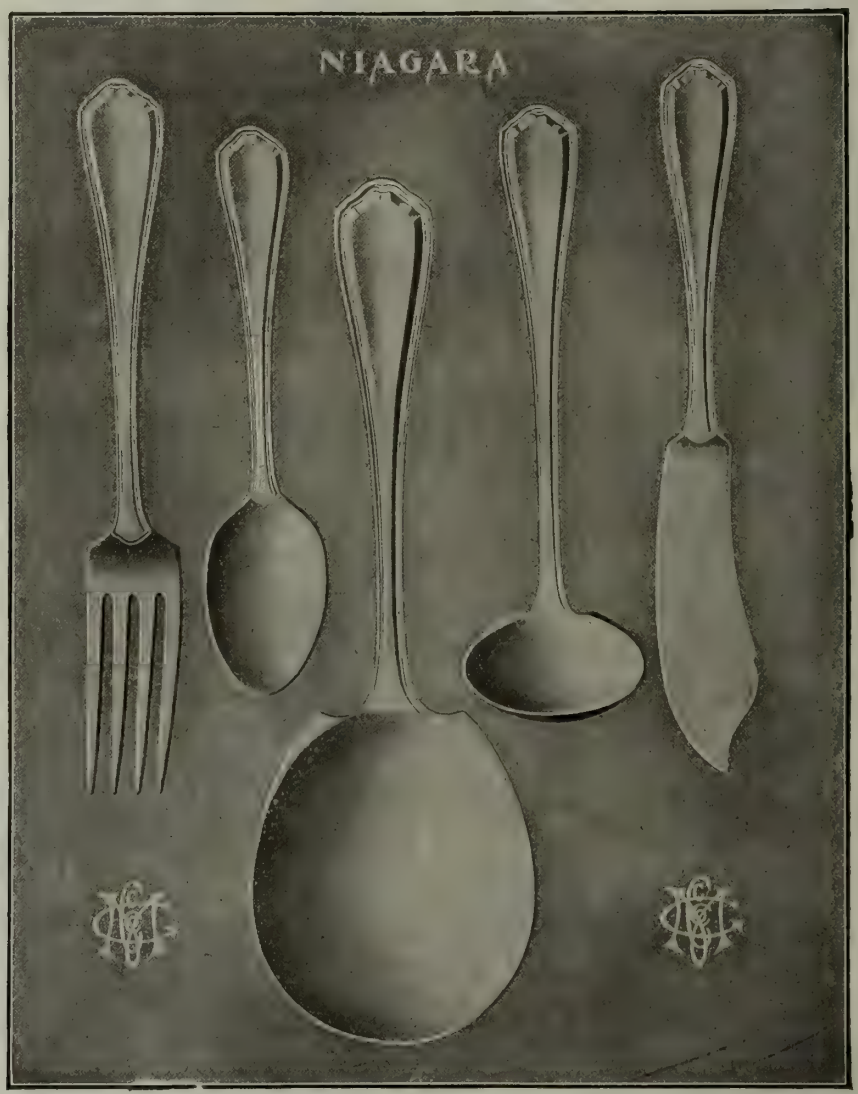
sells to the user in Canada at only $14.25

Every sale carries a good and satisfactory profit to you

ORDER FROM YOUR JOBBER

Chicago Flexible Shaft Co. 250 Ontario St. **Chicago**

An All-Canadian Product

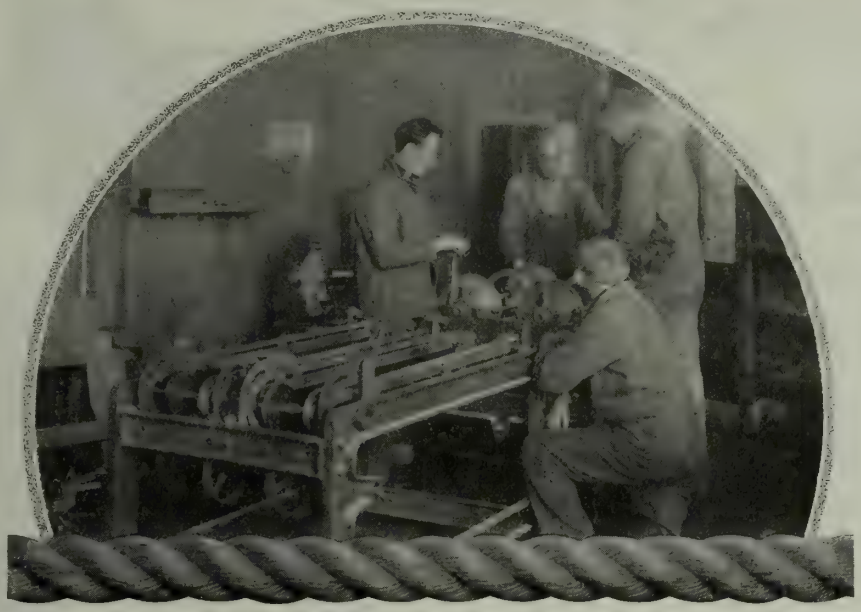


Beautiful Ware For Profit

There's a signal lustre added to the phrase "Made in Canada" in association with the "Niagara" pattern. Canadian designers and craftsmen have here produced—in a factory, backed by Canadian capital—a beautiful ware that has exceptional selling power and offers unusual profits. This line will enable you to meet competition and give you a handsome profit. Write for prices.

McGlashan, Clarke Co., Limited

Niagara Falls, Ontario



The Machines That Make Plymouth

Necessity is indeed the mother of invention. Plymouth standards, for example, have demanded and inspired better rope-making machinery.

Our spinning requirement is a yarn of uniform size and strength. No machine on the market would give this result, so we designed and perfected one which would.

To-day it takes nine large spinning rooms to house our equipment on this machine alone — the only type of spinner we use. And good yarn is a big step toward good rope.

Similar high standards govern every other department in our mills. And in every one the particular problem in hand has been solved with equal success.

The means to this end has been a permanent engineering staff of our own, which designs, perfects and assembles all the special devices and special machines that these standards call for.

The result is an all-round equipment, which for size, completeness and capacity to turn out rope of superior quality cannot be matched.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS., WELLAND, ONT.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, ONTARIO CANADIAN SALES AGENTS

PLYMOUTH 1824

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

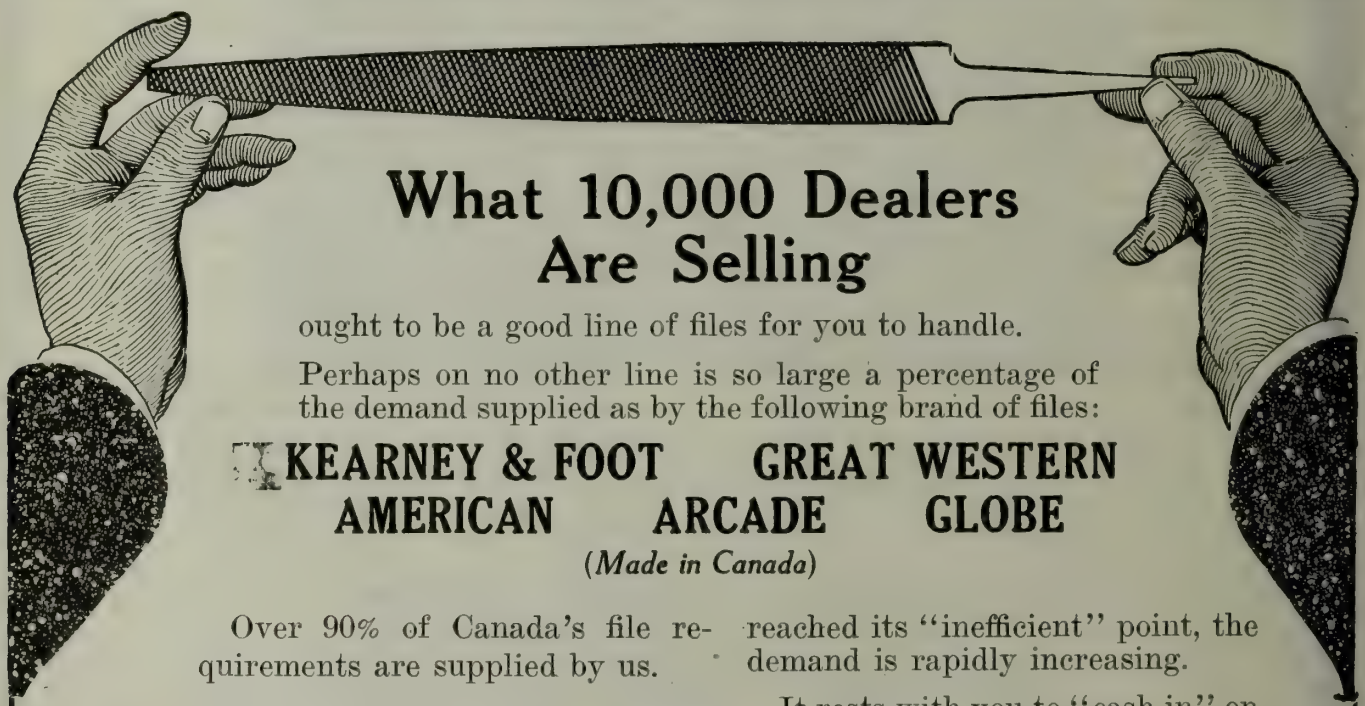
Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada



What 10,000 Dealers Are Selling

ought to be a good line of files for you to handle.

Perhaps on no other line is so large a percentage of the demand supplied as by the following brand of files:

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE GLOBE

(Made in Canada)

Over 90% of Canada's file requirements are supplied by us.

And owing to our educative advertising campaign on the economy of discarding a file when it has reached its "inefficient" point, the demand is rapidly increasing.

It rests with you to "cash in" on this aggressive campaign. You'll be able to sell two files where you now sell one.

NICHOLSON FILE COMPANY Port Hope, Ontario

(JOBBERS EVERYWHERE)

WROUGHT PIPE

WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

WIRE BOLTS and NUTS

THE STEEL COMPANY OF CANADA LIMITED

WOOD AND MACHINE SCREWS

BRASS BRIGHT BRONZE

IRON AND STEEL BARS

Tacks

"Tiger" White Lead

"Invincible" Fencing, Shot, Lead Pipe

Rivets and Burrs, Bright Wire Goods, Pole Line Hardware

Corrugated Fasteners, Forgings, Cut Nails

Horse Shoes and Horse Nails

(M.R.M and Bell) (M.R.M.)

Putty

Quality Guaranteed *Prompt Shipments*

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN, N.B.	HALIFAX

When writing advertisers please mention Hardware and Metal.

The Maytag Multi-Motor Washer

Announcement Extraordinary!

What the Maytag Multi-Motor Washer Will Do.

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

In short, Mr. Dealer, what has hitherto been considered impossible in washing machine manufacture has been achieved in the Maytag Multi-Motor Washer. The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The Maytag Multi-Motor Washer is breaking all sales records for us, so it MUST be selling fast for our dealers.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.

WINNIPEG, MAN.

Stanley Tools

Stanley Adjustable Spoke Shaves

These new and improved Spoke Shaves have a Lever Cap fastening the cutter in such a manner as to bring an even pressure on the cutting edge.

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutters are made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

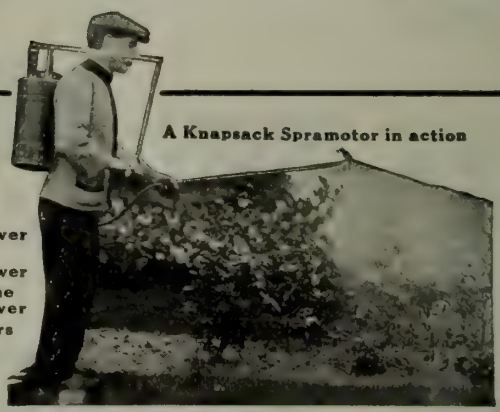
Made in two styles—one with raised and the other with straight handles.

No. 151—Raised Handle, 10 in. long, 2⅛ in. Cutter. Per doz. **$6.00**

No. 152—Straight Handle, 10 in. long, 2⅛ in. Cutter. Per doz. **6.00**

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN. U.S.A.



A Knapsack Spramotor in action

Hand Power
Horse Power
Gasoline Power
Sprayers

Our Proposition to Dealers

In every locality where we are not represented, we want a good reliable dealer to handle the Spramotor. In addition to offering him an article of unquestioned merit—one which already has over one hundred gold medals and first awards to its credit—we give him a protected territory; a protected price; and the assistance of persistent advertising campaign in farm papers, to enable him to make sales. The

Spramotor

It isn't a SPRAMOTOR unless we made it

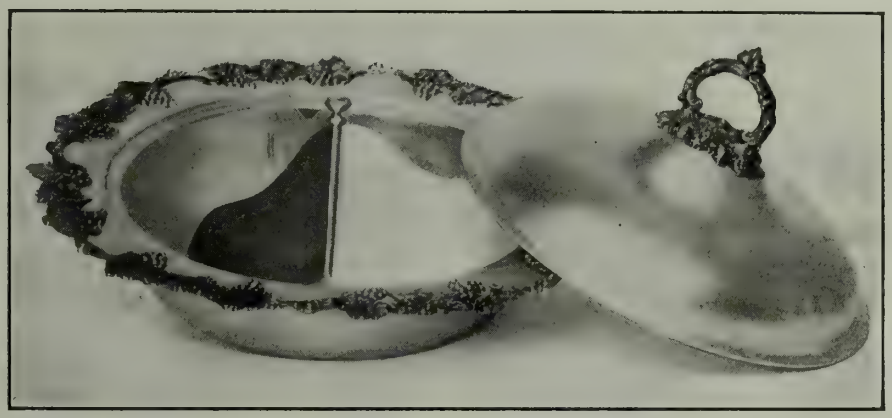
has been long enough and favorably enough known among farmers to make it a desirable asset to any dealer. If you are handling sprayers, or thinking of handling sprayers this spring, it will pay you to let us put our proposition before you before you make up your mind as to what you are going to handle. Made in Canada. No duty to pay.

Spramotor Works, 2821 King St., London, Canada
and 2921 Erie St., Buffalo, N.Y.

Under the Heading of **E.P. N.S.** HOLLOW WARE

are many reproductions of **Antique Patterns**

See our travellers, or write us for particulars, before placing import orders for this class of goods.



Canadian Wm. A. Rogers, Limited

Silversmiths and Manufacturers of all kinds of SILVERWARE, and suitable for all markets

Factories and Salesrooms: West King Street, Toronto

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

High Quality TOOLS

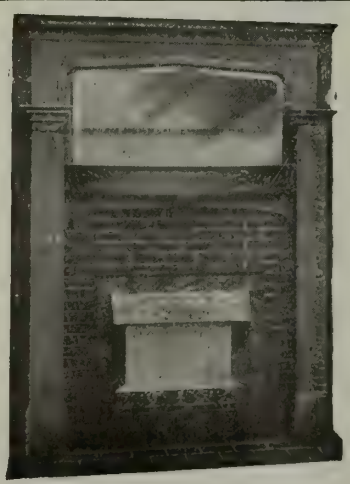
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



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This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

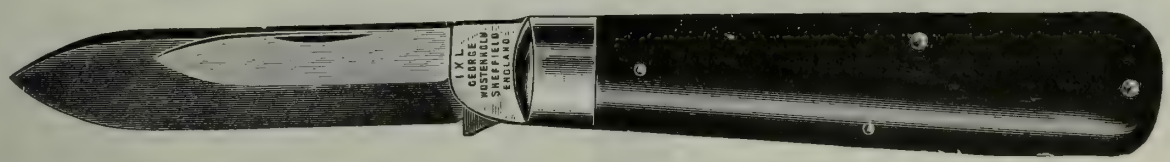
"METALLIC" CEILINGS

that fit, that lay right. That's the kind you really make money on, also the kind that brings you more business. We make that kind. Give us a trial. You'll like "M.R.Co." Ceilings. Ask for catalogue and price list.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Celebrated QUALITY I·XL Cutlery FINISH

No. 292



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MADE IN OVER FOUR THOUSAND DISTINCTIVE PATTERNS

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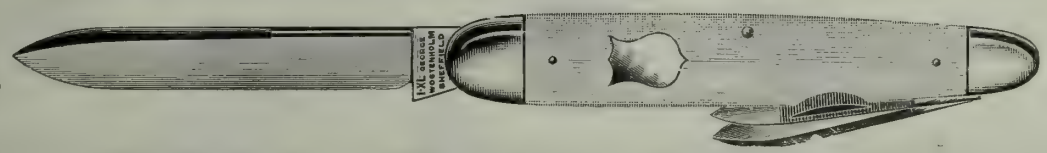

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EACH BLADE HAND FORGED AND GUARANTEED

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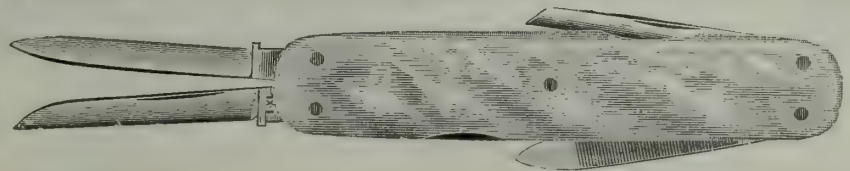

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STOCKED BY ALL LEADING JOBBERS

Manufactured by
GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.
A. MACFARLANE & COMPANY, LIMITED, Canadian Representative, MONTREAL

Make Your Local Advertising Pull More Business

Hundreds of Canadian hardwaremen are making their local advertising, their circulars and booklets pull more business for them, by using small electros to brighten up the reading matter.

We can supply you, just the same as we have these other hardwaremen, with these electros, at the small cost of 15c each. Every cut is mounted on wood ready for use when it leaves our office.

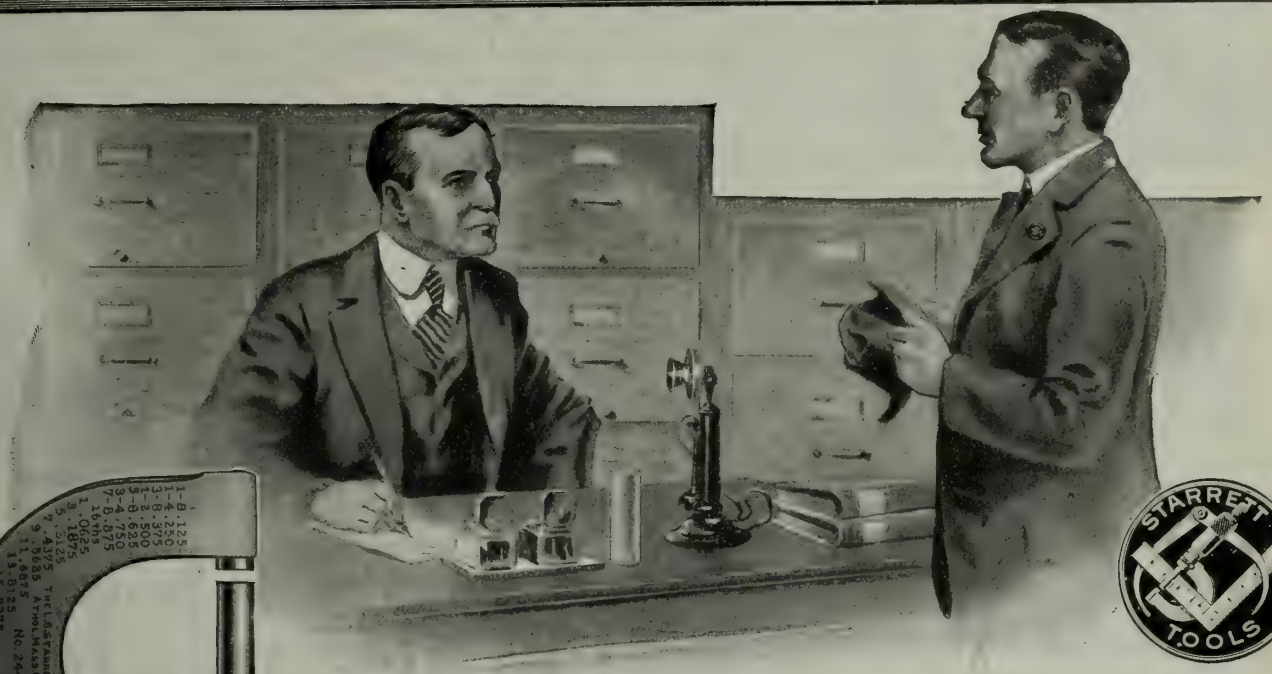
A few of the many electros we have in our assortment are shown on this page and if you wish sheets showing our complete list, drop us a card and sheets will be sent at once.

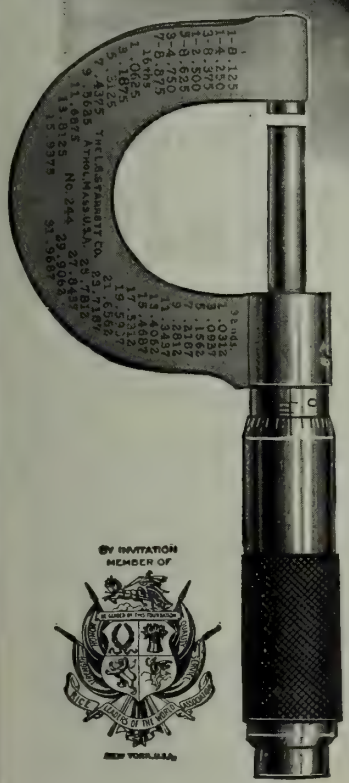
HARDWARE & METAL

ELECTRO SERVICE DEPARTMENT

143-153 University Avenue - TORONTO

MONTREAL WINNIPEG





BY INVITATION MEMBER OF

What Tools Do You Use?

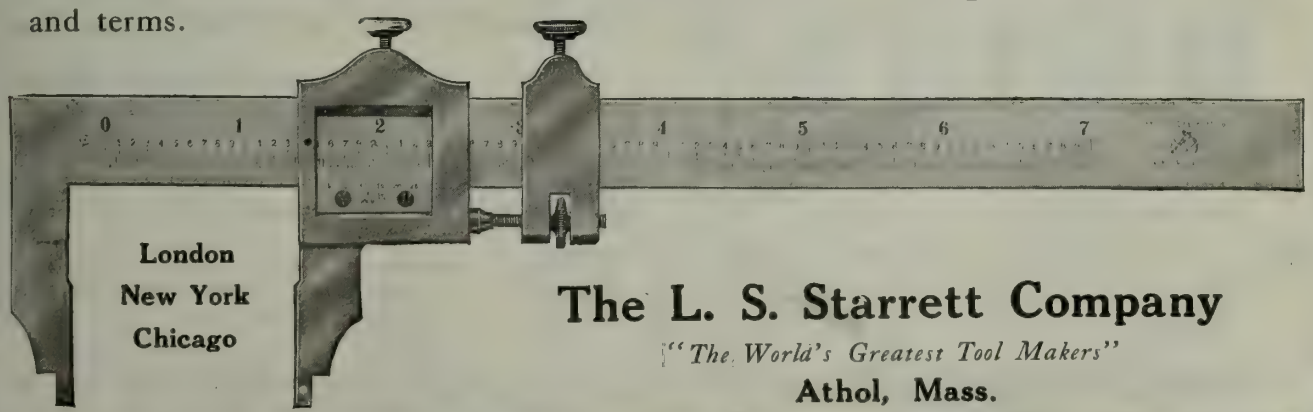
A GOOD WORKMAN can always do good work but he does his best work with good tools. The conscientious man always wants to do his best work. The inference is obvious. Good men always have good tools. Headquarters for

Starrett Tools

and Instruments of Precision

are always the buying centers for the best workmen. Wherever accuracy counts, you will find Starrett Tools widely used.

We deal direct with hardware stores. Send for free catalog No. 20-MA, prices and terms.

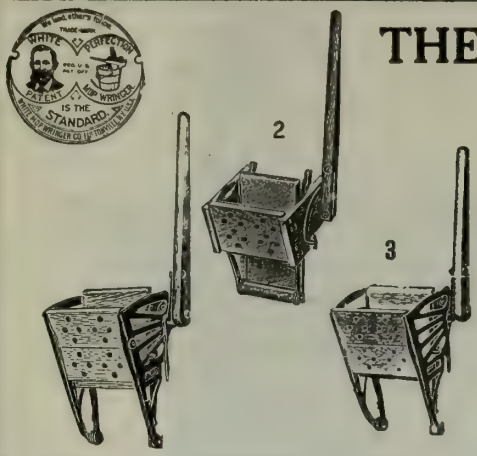


London
New York
Chicago

The L. S. Starrett Company

"The World's Greatest Tool Makers"

Athol, Mass.



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.

CANADA FIRST

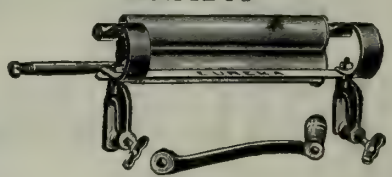
Clothes Wringers

Every Kind for Every Need

Hardwood Frames
All-Metal Frames
Plain Bearings
Steel Ball Bearings
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere



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SOLD EVERYWHERE

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.

All orders filled and shipped promptly

London Bolt & Hinge Works

London Canada

Hardwaremen, Increase Your Sales

Write to-day for our proposition and catalogues. We manufacture a complete line of iron and wire products for all kinds of buildings.

DENNISTEEL LONDON - CANADA — **Lockers, Shelving, Stools, Bins, Cabinets, Office Equipment, Etc.**

Iron Stairs, Fire Escapes, Coal Chutes, Doors, Gratings, Grills, Window Guards, Wire Screens, Fence, Mats, Baskets, Etc.

WILL YOU HELP MADE-IN-CANADA PRODUCTS LEAD THE WORLD?

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON - TORONTO

"Bristol"

TRADE MARK REG. U. S. PAT. OFF.

The Prize-Winning Rods

The Biggest Advertisement Ever Put Out by Any Fishing Tackle Manufacturer.

300,000 copies of this Big Four-Page "BRISTOL" advertisement will appear in March, April or May in Field & Stream, National Sportsman, Outdoor Life, Hunter-Trader-Trapper, Outer's Book, and Rod and Gun.

This will be a regular "Curtain of Fire," as the war dogs say, concentrating such a powerful attack upon the whole fishing fraternity that they will want to start right out on their fishing trip.

11 pages of "infantry" rapid-fire advertisements will follow in each of the above Sporting Journals—every month pounding their "fire" on the ten most popular "BRISTOL" Rods.

A limited number of "Pocket Catalogues," showing these ten "BRISTOL" Rods will be furnished to all "BRISTOL" dealers who will agree to mail them to their customers or prospects.

Window-Posters, Window Cut-Outs, Metal Signs and Brand New Electros for Newspaper Advertising, will also be furnished to "BRISTOL" dealers who will agree to make the best possible use of these expensive advertising materials.

SENT FREE TO "BRISTOL" DEALERS

Send your requisition for the above advertising material at once. This "BRISTOL" advertising will create tens-of-thousands of new fishermen to whom tackle-dealers can sell their lines, flies, creels, lure and our Rods.

All we ask you to do is to CO-OPERATE and get the share that belongs to you. This you can easily do if you get in touch with us and use our store advertising material to connect your store with our National Advertising.

OUR FREE SCALE OFFER

We offer to any consumer-purchaser of a "BRISTOL" Rod, between now and September 1st, 1916, a pair of fine nickel Scales FREE. These Scales are NOT given FREE with "Rainbow" or "Luckie" Rods. We urge all fishermen to buy the rods of you—the dealer. All we ask you to do is to put down the catalogue number of the "BRISTOL" Rod, the date of sale, and the price of the rod, and sign the sales-slip or bill-head and give it to the fisherman with the rod. He will send the sales-slip to us and we will mail the pair of scales direct to him with our compliments. This will create a double interest in buying "BRISTOL" Rods this year. Work with us and you will make double profits by doubling your sales.

Write immediately for the Advertising Outfit mentioned above, provided you will use it properly.

THE HORTON MFG. COMPANY

302 Horton Street, Bristol, Conn.

Pacific Coast Branch: The Phil B. Bekeart Co., 717 Market St., San Francisco, C

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CHAS. WEILAND, Inc.

AUTOMOBILE ACCESSORIES

Established 1882

Cap. Stock: $750,000

Salesrooms, Offices and Warehouses:

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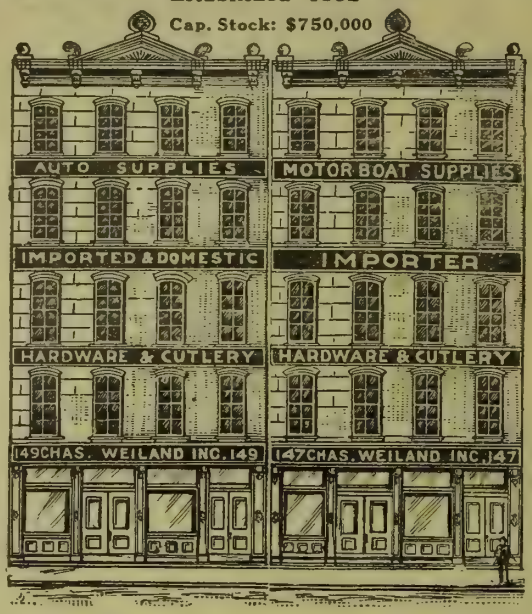
NEW YORK, U.S.A.—
129-131 Reade Street

Address All Mail to Main Office,
149 Chambers Street

Send for our two net price Catalogues—one for Automobile Accessories only and one for Mechanics' Tools, Cutlery and House-Furnishing Goods.

New Special 1915 Catalogues will be sent on application.

Write for yours **Now.**



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Factories: 378-380 W. Broadway and 375-377 W. Broadway, New York City

WHOLESALE EXCLUSIVELY

Manufacturers, Importers and Factory Representatives

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Special Net Prices on Standard Brands on Seasonable Lines of Hardware, Cutlery and Mechanics' Tools. We Carry at All Times a Full Line of Hotchkiss Barber and Horse Clippers. All Sizes of Crescent Rivetless Face Plastering Trowels Always on Hand.

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For Sportsmen and Military Men

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85% GAIN IN SALES

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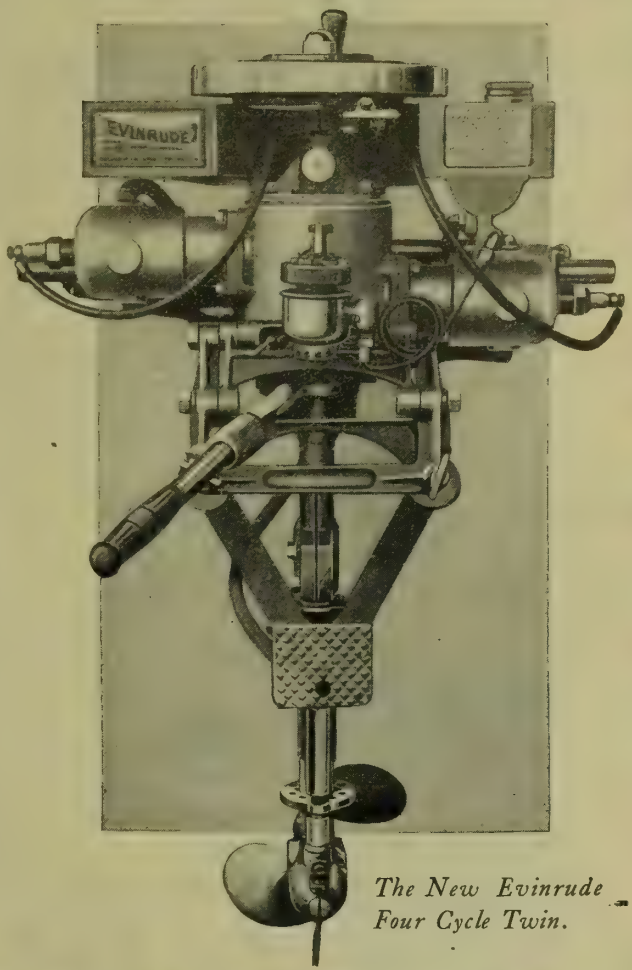
This year, with Prosperity in the air, and with the line strengthened by the addition of the new Evinrude Four Cycle Twin, **you** have a bigger opportunity to make Evinrude profits.

There's more speed, more power, in the Evinrude Four Cycle Twin. It combines the efficiency and flexibility of the four cycle principle with the smooth running freedom from vibration of the opposed cylinder design. It develops 4 H.P., driving an ordinary rowboat 8 to 9 miles an hour.

The Automatic Reverse and the Evinrude Magneto—Built-In Fly-Wheel Type—are used as well as all the other conveniences and safeguards of the Single Cylinder models.



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DETACHABLE ROWBOAT & CANOE MOTORS

Evinrude Motor Company

519 Evinrude Block, Milwaukee, Wis., U.S.A.

Over 60,000 Sold.

Evinrude Motor Co., 519 Evinrude Block, Milwaukee, Wis.

Please send me the 1916 Evinrude Catalog and your prices and terms to dealers.

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TRIMO TOOLS

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PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded

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Lighting Outfits Only for Fords

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Handle your Oils and Gasoline with the

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IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

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Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.

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THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

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Fluid supplied in cans containing sufficient liquid to fill one extinguisher. Trade discounts especially attractive.

$8.00
Bracket Included

The Canadian
H. W. Johns-Manville Co., Limited
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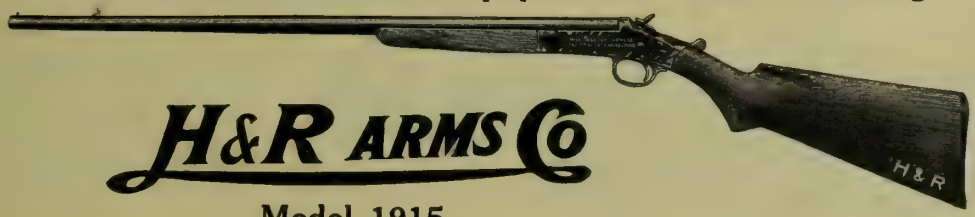
JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



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Model 1915

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24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

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upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

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through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

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which deals with financial or business problems, furnishes a service of unsurpassed value.

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OF CANADA

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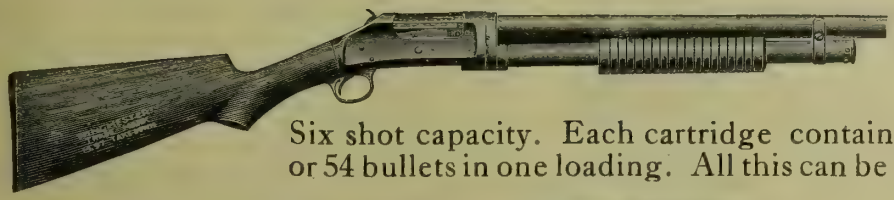

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Six shot capacity. Each cartridge contains 9 man-stopping pellets, or 54 bullets in one loading. All this can be fired within one minute.

ROSS REPEATING RIFLES

Using .303 Calibre Service Cartridges. Wonderfully accurate on long range shooting.

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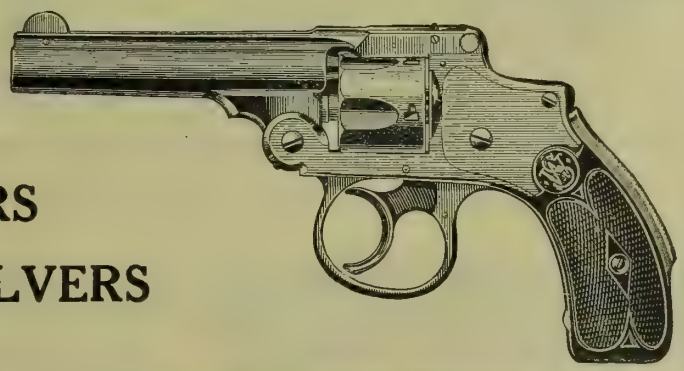
COLT'S REVOLVERS

IVER JOHNSON REVOLVERS



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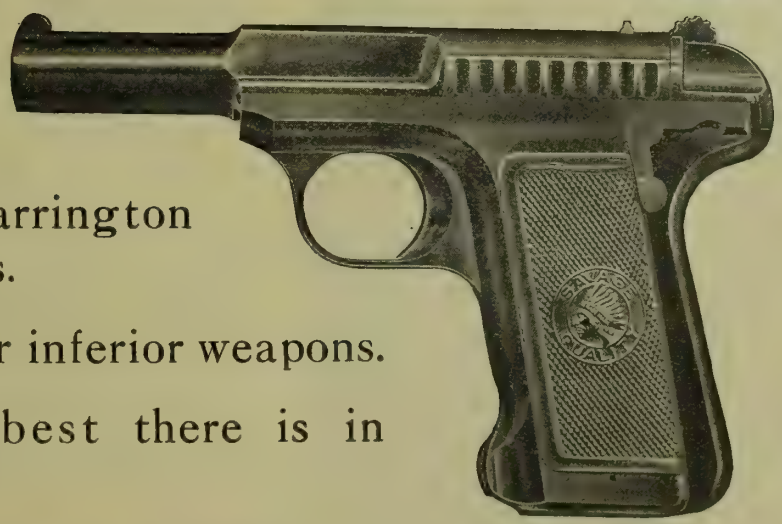
in Savage, Colt or Harrington and Richardson makes.



This is no time to offer inferior weapons.

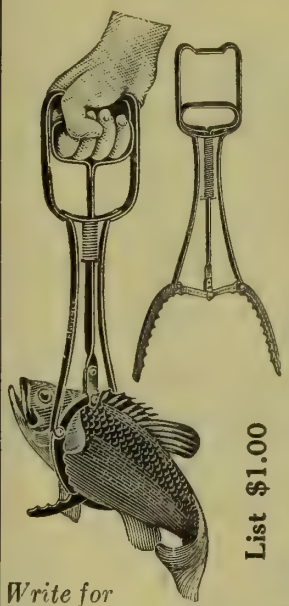
Send to us for the best there is in firearms.

CAVERHILL, LEARMONT & CO.

MONTREAL

ORDER THESE NOW!

See your jobber or write us—but place your order NOW for these five Marble specialties, because they're all good sellers during the Spring months. The already large demand is being rapidly increased by extensive National Advertising. Prices quoted are list—LIBERAL DISCOUNTS to dealers.



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List $1.00

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CLINCHER GAFF

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Holds any fish ½ to 20 lbs. Only safe and humane gaff. Quicker and surer than a landing net.

18 inches long; 7½ inches between points; can be locked with points together. Made of polished steel heavily nickeled. Very strong and durable. List price $1.00.

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Handy Coat Compass

MARBLE'S

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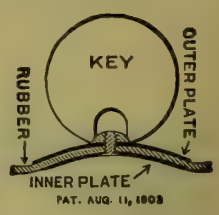

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Never goes wrong. Attaches to outside of coat and is waterproof. A small and inexpensive article that every hunter, camper or motorist ought to have. List prices, $1.00 to $1.50. See catalog.

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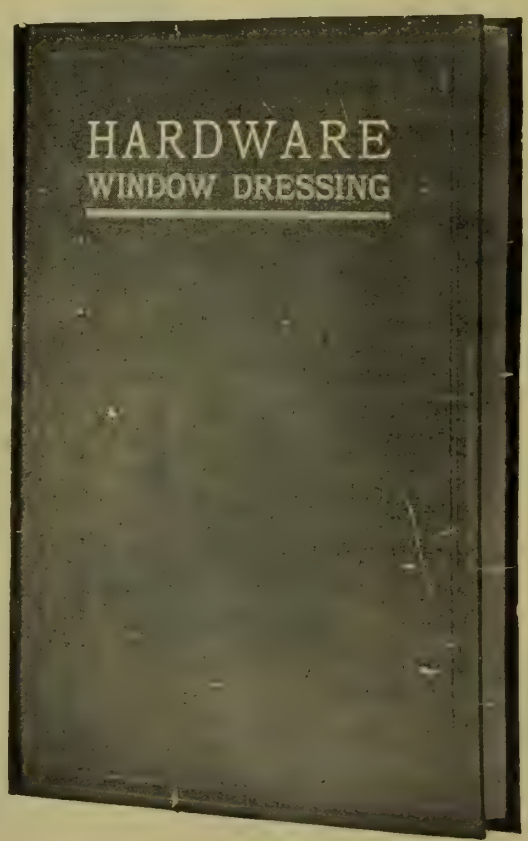
A convenience and a life-saver. Actually waterproof and still easily opened. Size of 10-gauge shell. Holds enough matches for several days. Thousands used by European army officers and soldiers.

Waterproof Match-box

MARBLE ARMS & MFG. CO. 595 Delta Ave., GLADSTONE, MICH.



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

You can put a stop to faulty hot water systems by installing

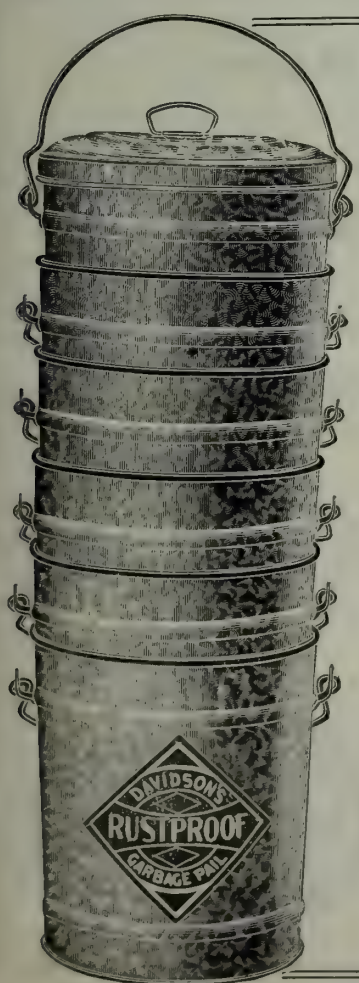
The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.

Particulars on request.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO



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Nestable—securing lowest freight rate

Our garbage pails and cans are galvanized after being made up and are therefore rustproof.

The pails here shown are fitted with substantial bails and back handles. The seamless, overlapping covers lock on.

They meet all requirements of the Sanitary Laws.

Pails are stocked in three sizes, 8, 10 and 15-gallon.

Garbage cans are stocked in several styles and sizes.

Write for prices.

The Thos. Davidson Mfg. Co., Limited
TORONTO MONTREAL WINNIPEG

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

"The Higher Cost of Paying Less"

There are two costs to every article—*purchase* cost and *service* cost. One gives you ownership. The other gives you results.

And an article is of value only in proportion to its ability to give *Service.*

This applies to rubber goods, as well as to all other merchandise.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, FEBRUARY 12, 1916 No. 7

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J. W. TYSON, Associate Editor.
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Are you ready to supply the spring demand for O-Cedar Polish? The demand is big all the year round, but owing to our big advertising campaign, the spring house-cleaning demand will be tremendous.

O-Cedar Polish

(MADE IN CANADA)

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369 SORAUREN AVENUE, TORONTO

The Substitutes for

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR

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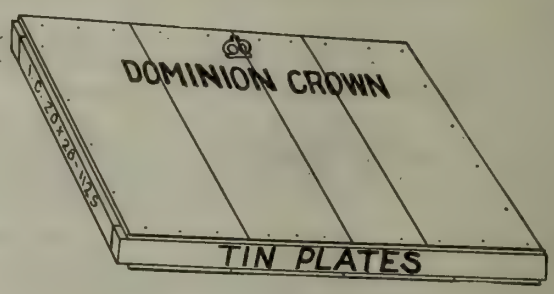


High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., LIMITED

MONTREAL

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, FEBRUARY 12, 1916 No. 7

Western Firms Add Auto Hardware

Western Canada Firms Taking on Stocks of Automobile Hardware—Rapid Development of a Comparatively New Department of the Hardware Trade—Industry of Large Proportions Now, Only In Its Infancy

AUTOMOBILE hardware is one of the new lines, recently added to the stock of the Sutherland-Stelck Hardware & Implement Co., Ltd., Dauphin, Man.

The new department, along with sporting goods a closely allied line, is in charge of Wm. Sutherland. This firm is typical of many others in both Western and Eastern Canada, who believe that automobile hardware is a line that works in splendidly with the regular hardware stock.

When asked by Hardware and Metal regarding the desirability of stocking auto accessories in hardware stores, and especially in the Sutherland-Stelck store, A. B. Reid, secretary-treasurer of the company, expressed his views as follows:—"We are handling automobile hardware and have found this line goes very well with the regular hardware line. The only drawback is the small margin on tires.

"The hardware store in our opinion, seems to be the proper place for the handling of automobile hardware, inasmuch as many of the accessories are already carried in a regular hardware stock, such as wrenches, rivetting hammers, bolts, nuts, pliers, chisels, files, etc."

"In our opinion it would not pay to carry a line of automobile hardware in any community where there are less than fifty cars. We believe the automible business in this country, large as it is now, is just in its infancy, and it is the policy of this store to carry a complete line and cater to this trade. By doing this our auto accessory business will continue to grow with the growth of the automobile business.

"We carry a supply of tires in stock. We also supply gasoline to auto owners."

The accompanying illustration shows an interior view of the Sutherland-Stelck Co. store. Dauphin, Man., where the store is located is a town of 5,000 population. The firm was originally Sutherland & Stelck, and commenced business in 1897. The business increased from year to year, and it was found ex-

Interior view of the Sutherland-Stelck Hardware and Implement Co., Ltd., Dauphin, Man. A. B. Reid, secretary-treasurer of the company is shown in photo on the left, and Wm. McA. Sutherland, manager auto accessory, and sporting goods department, on right.

pedient to form a joint stock company, allotting stock to the employes who, had been in the firm's employ for a number of years. The company was incorporated three years ago, and the stock is controlled by the active members of the firm.

A little over a year ago the stock and fixtures of the Dauphin Hardware Company was acquired by the Sutherland-Stelck Co., and is still being run as a branch store at the south end of the business section of the town.

The staff consists of nine experienced men, each trying and doing his best to carry out the store's motto "Quality, Service and Fair Dealing."

In addition to a general hardware stock, the company carries bicycles and bicycle accessories, agricultural implements, carriages, automobiles, gas engines, threshing machines, sporting goods.

Going to Add Auto Accessories

J. O. Cadham, Portage la Prairie, Man., is another hardware merchant who believes that auto accessories are closely allied with hardware and that the demand for accessories will continue to grow.

Mr. Cadham has been selling tires and a number of small accessories for some time past, but contemplates going into the accessory business more extensively this year. Mr. Cadham states that there will be many new autos bought in Portage la Prairie and vicinity during the year.

Geo. B. Jameson, Melfort, Sask., has for some time past been selling automobiles in connection with his hardware business. Mr. Jameson intends to branch out into auto accessories this year.

More and more as Hardware and Metal representatives go about the country do they notice an increased installation of auto filling stations and a gradual drift to the logical end—auto accessories.

In most towns by special permit it is possible to place the tank on the curbstone in which case the red pillar of the tank makes a constant and living advertisement. Inquiries elicit the fact that many dealers who in the past have only carried a few of the cheaper and more frequently asked for accessories are now planning to stock full lines this spring. Others who have hitherto neglected the line altogether are preparing to make a modest start.

The firms mentioned in this article are only three of many Western Canada hardware firms, who have added or contemplate adding auto accessory departments this year. Further details regarding the plans of other firms will appear in future issues of Hardware and Metal.

Hardware Firm Contracts for 35 Cars

Hardware Merchant Tells How He Broke Into Auto Accessory and Automobile Business—Expects to Sell 50 Cars in 1916—Hopes to Sell Many Cars to Farmers—Good Roads Help

An authorized interview by Hardware and Metal representative with W. H. Higgins of the Brampton Hardware Co., Brampton, Ont.

BREAKING into the auto accessory business to me was like a second nature. This was a year ago, and now I am taking on motor cars with equal ease.

It was just when the days began to get warm last year that the Brampton Hardware Company ordered some tires and other accessories which we had not already in stock. There are lots of things the hardwareman keeps that may be classed under the heading of motor car accessories. For instance, every hardware store keeps wrenches. Motorists want wrenches. A screwdriver is often wanted by the man with a car. The natural thing for him to do in such cases is to go direct to the hardware merchant. Dozens of other things coming under the same category are found in the hardware store, and only there.

Every Hardware Sells Accessories

There are many merchants who never seem to realize that they could start in this branch by simply ransacking their stock and putting a few articles on a separate table and labelling them motor car accessories.

I have been driving a car now for three years, and nearly every article I have required has come from our hardware department.

There was very little extra outlay in adding the accessories and forming this new section became a source of considerable profit right from the start.

Motorists Prefer Hardwareman

It is surprising the number of motorists who prefer to deal with the hardware merchant in preference to the garage owner. A lady never wants to patronize a garage. She would be subjecting her apparel to injury from coming in contact with greasy and dirty cars. It's bad enough for a man to work his way amongst a lot of machines with dirty wheels and muddy sides. In fact, few men care to be put to this inconvenience just because he needs a spark plug or some other article which might just as well be handled by the dealer in hardware.

Prices Marked on Articles

Another reason why I have found people prefer to deal with hardwaremen is because these merchants usually have the price marked on every article. It often happens that the garage owner neglects to mark his wares. He then resorts to guesswork, and the result is that some customers are charged more or less than others. Then there is trouble, for motorists often talk over the prices they pay for accessories.

With the hardwareman it is different. He nearly always takes care in marking his goods, and then there is little or no trouble from customers, who claim that there is discrimination shown in the prices quoted.

We have a fine big show case just suited for the exhibit of these lines without exposing them too much. This has perhaps added to our success considerably.

Taking on Cars

Now we are going into handling cars, because we feel that it will be a success.

My original line was plumbing. After some years, getting of business became so easy that I felt laziness was taking hold of me with too severe a grip. Then it was that I looked for more scope. I wanted to expand and have something to do which would tax my ingenuity, just the same way as the plumbing business did at the outset.

An opportunity offered itself along the hardware line, and after buying the hardware stock in the adjoining store, I felt like my old self again. I had something to occupy my attention closely. Now the hardware business is working

on a system which requires less attention than when we launched into that branch. This makes me feel that I would like to spread out again, especially after the big success we have had with the accessories.

Up to the present we have kept the stoves and plumbers' supplies in our original store. This store is about 30 feet wide, with two fine windows. It's depth is about twice its width.

To accommodate our new department we have removed our stoves and plumbers' supplies. Most of the stoves are now in the hardware store, while some of the plumbers' supplies have been taken upstairs, where they can be exhibited just as well as on the main floor.

Special Show Room for Cars and Accessories

The big show room will be devoted entirely to motor cars and accessories. It is the best automobile show room in the town, and I think it equals many in larger places.

The car we have selected is the Cheviolet. We have chosen this make because its appearance, mechanism and price appeals to the public. One of the biggest points in fighting for success is the selection of goods that the public want, and especially the class of people you are catering to.

To Sell Fifty Cars

We expect to sell fifty cars this year. We have a contract with the Cheviolet Company for the delivery of thirty-five cars, but with our present outlook it appears as though we will require considerably more than that number.

Hogging the Trade

Some of our friends in the garage business intimated that we were "hogging" the trade. However, they feel better about it now. We explained to them that the Cheviolet Company was bent on having an agent located in Brampton, and that it was better for Brampton garage men to have the new car handled by friends than by strangers.

Our show room is practically ready now, and we expect our first three cars to arrive within a day or two.

The first six cars are already spoken for. We are only able to get three cars in January, three in February, six in March, and ten in each following months.

Repair Shop in Rear

In the rear of our show room we have made provision for a repair shop. Here we intend having a practical man, and will cater for repairs to any car made. No special attention will be given by this department to the Cheviolet. The first car in will always be the first one to receive attention. This department we expect will be a great asset to our new business and a source of considerable profit.

Advertisement by the Brampton Hardware Co., Brampton, Ont., featuring motor cars.

We have never required bank financial assistance in carrying on either our hardware or plumbing business, and when one of the local bank managers learned that we had taken on an agency for automobiles, he came and offered us any assistance that we might require from time to time. This voluntary offer makes me think that the banks realize the possibilities for business in motor cars and especially amongst farmers.

Catering to the Farmers

It is the farmer we are catering to. Cars sold to townsfolk, of course, yield just as much profit, but we feel that if special attention is devoted to selling to farmers more success will be attained.

Farmer Has Money

The farmer has more money to-day than he ever had. His trade is good and if he has invested last year's surplus, his note, bearing interest, is equal to his cheque. Farm produce brings such fabulous prices now that the average farmer only needs to work a portion of his estate to make a handsome living.

Realizes Value of Rapid Transit

Then the farmer is realizing that time is money. He is rapidly coming to see that transportation to and from market or to and from town by the use of horses is expensive transportation. How often it happens that some trivial thing goes wrong with a binder, or some other implement. Perhaps ten or fifteen cents will buy a new part, but two or three hours it spent in hitching up a horse, driving to town and getting back to the field.

This performance makes the cost of repairs high, whereas, a motor car can be started, the run made, the article purchased and the farmer back in his field in less time than he could, under the old system, get started down the road.

The farmer, too, has some pride. He enjoys driving to town, to church, to his neighbors, and for pleasure just like townsfolk do. Why shouldn't he? He is human and likes those things which cater to human propensities. This is the man we expect to meet the most success with.

Methods of Going After Trade

Our method of getting motor car business will be along similar lines to those employed by our plumbing and stove departments. In short, we will get right out after it. The man who intimates that he wants a car or even gets the idea in a vague way, is the man we are right after.

Likes Outside Work

For years I have done most of the outside work. I like getting after business in this way, and feel as confident of making a success of this line of business as I have of the plumbing end.

Our contract with the auto people prohibits other agents coming into our territory. Enquiries from our district made to the head office are forwarded to us. Co-operation of this nature helps to get after the parties who become interested through advertisements or from seeing other people use the car.

Size of Territory

Our territory is about twenty miles square, giving us big scope. The country within our boundaries is rich and I am thoroughly convinced that it is rich soil for the motor car agent with an auto

(Continued on page 52.)

Cardwriting Made Easy

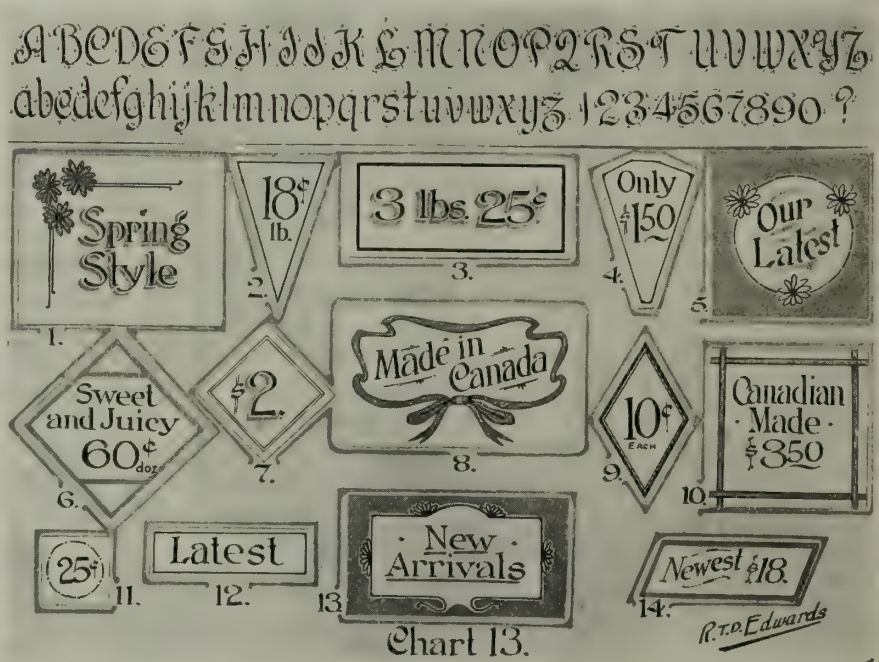
by R.T.D.Edwards

LESSON NO. 14.

MERCHANTS in every line of business are using more show cards now than at any previous time. The value of self-advertising goods is being realized. Appropriate cards and price tickets make merchandise self-selling. They save the clerks' time and the customer can see at a glance that certain articles are selling at such and such prices.

The old idea of using cards only on goods being cleared out at bargain prices is rapidly being discarded and tickets now appear wherever they will draw attention to the merchandise. Suggestion is half the art of selling. Display cards and price tickets always attract, and in attracting suggest. The store with an adequate number of tickets always has the appearance of liveliness.

Appropriateness and neatness go hand in hand or, in other words, they are the essential point to remember when making cards. Whether the card is small or large the same care should be exercised and uniformity should mark every letter. When these few rules are kept in mind the card will doubtless be executed with an appreciable amount of attractiveness.



Instructions for preparing the above cards are given in the accompanying article.

The accompanying samples of show cards were not written altogether, with the idea of the merchant copying them, but simply to show the number of letters of certain sizes fit certain sized cardboards. For instance the "V" shaped card would not do for a motor car salesman to use with the following words: "Only $400 for this beautiful automobile." The word automobile would come at the bottom or smallest end of the card. The samples are simply for suggestions, showing the various styles of letters and the way in which they are formed.

In most cases it is well to use the same kind of lettering for all cards and tickets in the store, This is by no means an infallible rule but will prove helpful to the novice card writer. He will learn the strokes of one style of letter quicker than he will the strokes used in more than one style. Besides this it will give the appearance of uniformity.

Round Pen Writing

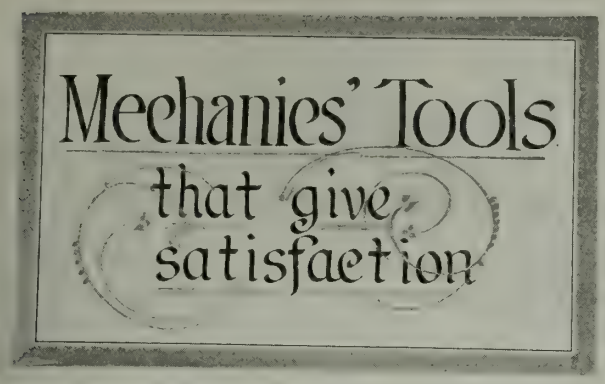
The round pen is, as explained in a former issue, much easier to handle than a brush for making small letters. With the pen you can obtain either a hair line or a very heavy stroke. This is impossible with the brush. The steel pen will always give a much finer line and will spread according to the artist's desire. In the accompanying chart, No. 13, suggestions will be found for small card suitable for many lines of merchandise. All the letters and numerals used in this chart are of the style upon which instruction was given in the last lesson.

The Cards in Detail

Card No. 1 is 4 inches by 5 inches and has a white background. The lettering is shaded with pale green. The floral decoration in the corner is appropriate for the coming Spring trade. The flowers were drawn with a stub pen. The artistic effect of card could be enhanced by coloring the petals either pale pink or blue, using transparent colors.

The "V" shaped card, No. 2, is one which may be used in nearly any store and is especially useful when the card is required to be stuck into the goods on display. The size of this card is 4 inches long by 2½ inches wide at the top.

Card No. 3 is perhaps a more suitable style for most stores than style No. 2. This card is 2½ inches by 5½ inches. When the letters are shaded with pale grey or



Suggestion for Show Card to be used in tool window display.

pale green the plainness is eliminated. The heavy ruling around the card is done with the same size pen as used for the lettering.

Card No. 4. This card is similar in shape to card No. 2. The lettering in this case was done with a No. 2 steel nib and the border was done with a stub nib.

Card No. 5, which is 4 inches square, is made on white cardboard. In making this card, first find the exact centre and then with the aid of a compass draw the circle. Next proceed to sketch the flowers with a pencil. After this ink in the flower. Use black waterproof ink for this purpose. This will be best done with the aid of a stub pen. Then finish the circle with the broken line for the flowers. Color the outer background with a heavy opaque pale green color. This must be applied with a brush. Note that a narrow margin is left between the black ink work and the pale green background. Color the petal of the flowers with a delicate shade of pink. The interior of the circle may be used for any lettering or numerals the merchant may desire.

The letters on Card No. 6 were made with a No. 2 nib and the figures with a No. 1 nib. The ruling was executed with a No. 6 brush. This is a 4 inch square card turned cornerwise.

Card No. 7 is a popular style amongst all classes of merchants. It is a square card and like No. 6 it is turned cornerwise. The figures were done with a No. 1 nib and the border was drawn with a fine pointed pen.

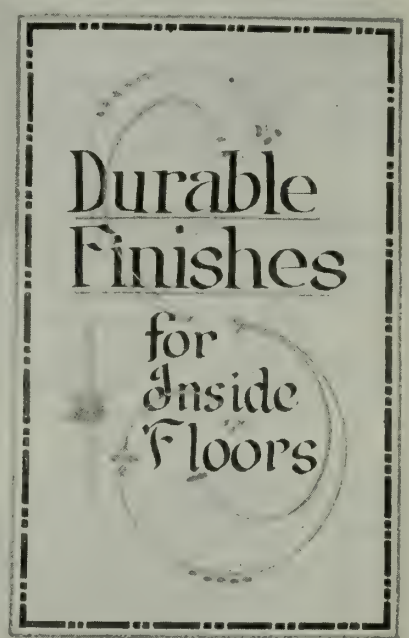
Designs after the style of Card No. 8 are first sketched on thin paper and after being perfected are transferred on to the cardboard by means of carbon paper. The outline should be made with black ink using a fairly fine pen. When this is dry fill in with a transparent ink using a color suitable to the display. If the words "Made in Canada" are to be used, a red ribbon will be quite appropriate. This card is 3½ inches by 5½ inches, a size which cuts economically into the full size sheet cardboard.

Card No. 10. The diamond shaped card is always attractive and can be used for many lines of goods. The heavy border on this card was drawn with the same nib used for the figures. The fine inner line was made with a stub pen.

The border on Card No. 10 was drawn with a stub pen and filled in with red ink. The main point in making this border is to get the effect desired by the overlapping corners. The lettering on the card was done with a No. 2½ nib.

No. 11. This is a card, which may be used in large numbers by the merchant in almost any line of business, is easy one to make. It is simply a square card with the circle first drawn by aid of a compass and then blacked in. The figures are done with a nib. One advantage about these cards is that they can be made in spare time. They always come in useful. The size of the sample is 1¾ inches square.

Cards after the style of No. 12 are considered very attractive. They may be used in many instances where new goods appear for the first time or where slight alterations have been made. They show that the merchant is keeping abreast with the times.



Suggestion for Show Card for window display of Floor Paints

Card No. 13 shows a unique design worked up on a pen lettered card. This is drawn after the same method as card No. 5. The background may be colored to suit any display.

The last card in the sample list is an attractive shape, popular amongst some classes of businesses and of late has been used in nearly every line of trade. Its size is 4 inches by 1½ inches. The lettering and figures were executed with a No. 2 pen. The outline or border is usually done with a pen, though the sample was done by means of a brush.

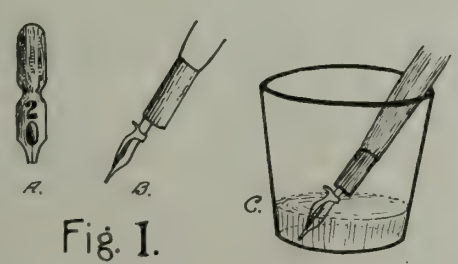


Fig. 1.

Description of pens and their uses given in accompanying article.

New Style of Letters

Chart No. 13 shows a different style of round writing pen-lettering to that illustrated in the last lesson. This is a much quicker letter to make and is termed "unfinished." The name is perhaps very suitable as there are no spurs or finishing strokes. This letter may not be quite so readable as the former style, but it serves as a good variety.

It is hardly necessary to enter into detailed description of the formation of this alphabet. Follow the directions of the arrows and work the pen from left to right and from top to bottom and there will be little difficulty in mastering the style.

(Continued on page 52.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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EDITORIAL BRIEFS

ANYONE who makes a study of the retailing of automobile accessories cannot fail to see that the business is rapidly working into the hands of the retail hardware trade.

* * *

BUSINESS success depends upon many conditions, any one of which may be said to be vital. But of them all, none is more essential to success than the initial proceeding, the art of successful buying.

* * *

UNLESS a merchant takes an inventory, how are insurance adjusters to get at the value of a stock destroyed by fire? When an inventory is taken at the end of each fiscal year and a record kept of goods bought and sold, then the merchant is practically assured of getting what is coming to him. No merchant can afford to take chances with fire.

* * *

THE COLLECTION of accounts is not always a pleasant duty, but it is a necessary one. Allowing debts to continue until they come within the "no good" class has caused the downfall of many a merchant. A man should go strongly after that which belongs to him. He knows that when his own bills become due he has to meet them promptly. He should give his customers to understand the same thing.

OPPOSITION TO MAIL ORDER TAX

THE proposal to place a provincial tax on mail order houses doing business in Manitoba, as outlined in HARDWARE AND METAL last week, has already met with opposition from the departmental mail order store interests, and also from the Grain Growers of the Province. Deputations have waited on the Premier and Provincial Treasurer and expressed their disapproval of the proposed legislation.

Interests representing the mail order houses, and other elements opposed to the imposition of the tax appeared before the cabinet last week and contended that the tax would be unconstitutional.

The spokesman for the interests argued that the tax on mail order business would be contrary to sections 91 and 92 of the British North America Act, which provides that the province may impose direct, but not indirect taxation. He stated that the tax would be an indirect tax, and supported his theory upon the ground that the proposal originated with the retail merchants, some of whom, he claimed, had stated that consumers would be forced to pay more for the goods. In other words, he claimed that the government by imposing a tax nominally on the mail order houses, would actually tax the consumers, as the tax would be collected indirectly from the latter who would be forced to pay more for goods. It was also pointed out that the tax if imposed upon Manitoba mail order firms only, would be unfair, owing to the fact that mercantile concerns in Eastern Canada, and the United States, of whom there are a large number distributing catalogues throughout the West. cannot be forced to pay the tax.

On the other hand it is urged by many retail and wholesale concerns that mail order houses should be taxed. Some wholesalers state that the legislation is directed at the mail order houses who are getting the cream of the country trade. They do a cash business, and farmers, after securing long credit from the local retailer, when they have ready cash will give it to the mail order house in preference to the local merchant. The local merchant pays taxes, and helps in many ways to build up the local community. The mail order house does not contribute in any way to the building up of the rural community, and yet, secures the cream of the business. Under the present parcel post system, the mail order firms are enabled to flood the country with catalogues at a ridiculously low rate.

Many business men are adverse to expressing an opinion, regarding the new bill until such a time as more information is available as to the amount of the tax to be imposed and just what firms are liable. Incidentally the new bill it is understood provides for the taxation of street railways, express companies and banks.

THE COMING BUDGET

IT IS generally expected that the budget will be brought down by the Hon. W. T. White, finance minister before the end of the present month. It is not now thought that there will be any marked changes in the tariff this year. A year ago a war tax was imposed as follows: 7½ per cent. on the general tariff; 5 per cent. on the British preferential, and with a few exceptions, 7½ per cent. on the free list. It was thought a couple of months ago that an additional 5 or 7½ per cent. tax would be imposed, and it is well known for several weeks a number of firms bought heavily from abroad in order to escape the additional tax should it come into effect. Although a further tax is still possible, it is improbable, and the opinion has gained ground that the readjustment of the tariff will be deferred. The present war taxes, including war postage, taxes on financial papers, drugs, railway tickets, etc., will likely be maintained. The taxes on banks, loan and trust companies will in all probability be kept in force, despite the protests, from some of the banks, registered at their annual meetings.

As to new taxation, it is hard to say whether there will be many drastic changes. Rumors of proposed taxes are heard frequently, but must be considered only as rumors. There has been an agitation for a taxation of the profits of concerns making munitions, and the matter is receiving the serious consideration of the Finance Minister.

The Minister a year ago predicted, with his new taxes and increased duties that the revenue for the year would total $150,000,000, and did not calculate upon the basis of so enormous a western crop and resultant prosperity. Judging by the recent growth in the revenue figures the total will be $180,000,000.

The Dominion financial statement for the ten months of the fiscal year issued last week shows an increase in revenue of thirty million dollars. There are still two fat months to come. In addition there has been a decrease in expenditure outside of militia, of some eighteen million dollars.

A large sum for war expenditures for the year will be included in the budget. It is not improbable that another war loan of large proportions will be floated in Canada sometime during the year.

LEAD MARKET FIRM

RETAILERS have been watching with a great deal of interest and concern the upward flight in the prices of lead products, and especially white lead ground in linseed oil. Several advances have taken place lately and there are no signs of a decline at the present time.

The *American Metal Market* early this week issued a report from St. Louis to the effect that the lead market is quiet, but firm, with a fair inquiry for both spot and futures, but comparatively little actual buying, and limited offerings. One of the larger of the independent companies refused to name a price on Friday for March delivery, but offered immediate shipment for 6.02½c, spot cash, for 50 or 100-ton lots.

This company, however, refused to offer round lots even at the latter price. On the other hand buyers are indifferent, and while some export inquiry is reported, domestic consumers appear to be holding off.

The lead ore production is unrestricted but the ore market is not particularly strong. There appears to be little spot lead to offer, but consumers as a rule, are well supplied.

Receipts at this point for the week were much larger than those for the preceding week, and also they were much larger than the shipments. The latter were larger than those for the preceding week but smaller than the shipments for the corresponding week last year.

On Saturday no sales were reported, but 6 cents could have been obtained with sellers holding at higher prices.

The receipts of lead at St. Louis for the week were 56,480 pigs as compared with 41,760 pigs for the preceding week and 33,650 pigs for the corresponding week last year.

The shipments of lead from St. Louis for the week were 39,410 pigs as compared with 33,680 pigs for the preceding week and 40,980 pigs for the corresponding week last year.

OVERCOMING BANKRUPT SALE EVIL

THERE is a movement on foot in Western Canada to overcome the Bankrupt Stock evil. It is estimated there is considerably more than one million dollars' worth of bankrupt stocks reverting into the hands of the Canadian Credit Men's Association each year from failures among stores in the West. The disposition of these stocks is a serious problem occupying the minds of the retail merchants and credit men, and the plan is now under way to establish a clearing house in Winnipeg to which these stocks can be brought, made up into lots, and sold to retailers on the trades sales principle.

The Canadian Credit Men's Association discussed the question recently and passed a resolution asking the board of the association to take the matter up and, if possible, give the method a trial. The Winnipeg Retail Merchants' Association has already expressed itself whole-heartedly in favor of trades sales with regard to bankrupt stocks, and have promised to cooperate with the credit men in any action they may take favoring such a method.

It is felt by wholesalers and retailers that the Credit Men's Association provides the best machinery for handling these trades sales, and that the inauguration of them will result in better dividends being paid to creditors than would otherwise be the case.

Steel Trade in Its Relation to Fencing

A General Review of Existing Conditions in the Iron and Steel Trade of the World To-day—Producing Centers Cut Off—Demand Increasing—Raw Material Scarce and Higher—Prices in Chaotic Condition—Market Sold Out

THE tremendous demands of Europe upon the North American iron and steel industry have seriously depleted some stocks of raw material, absorbed all adaptable labor and in general taxed production to the utmost..

The production of Germany and Austria has been shut off from the world's markets. The former had been one of the chief exporters of iron and steel in the world. The vast iron mines and steel plants of Northern France are to-day in enemy hands, so that roughly two-thirds of their production is dead loss to the Allies. Thus France that was once self-supporting in this product is now a heavy importer, doubly so on account of war.

Sweden exports a certain amount to both the Allies and the enemies of the latter. This exportation, however, is kept below fifty thousand tons a year in order to conserve and maintain in price the high grade ore that the Swedish Denamara mines produce for the making of the world's highest grades of iron and steel. Great Britain, Russia and Italy have all become greatly increased users of steel and iron. Other countries not actively engaged in war have aided the drain on industry by an accelerated manufacture of munitions of war in preparation for it. Thus we have as a net result a greatly increased demand throughout the world, and a partial shutting off of some sources of supply. The onus of the task of supplying this vast demand rests upon North America, chiefly the United States. That country is expanding its industry to meet the increased demand. Canada heretofore unable to care for her own wants is now self-supporting and gradually working into the greater field of exports. The domestic demand is on the whole probably less than in normal times, a curtailment due to war.

War Affects Steel Products

The war demand affects a tremedous and ever increasing range of manufactured steel products, chief among which is the production of touring cars and trucks, particularly the latter, ship building in all its diversified branches, and last of all wire, barbed wire, thousands upon thousands of tons of it in order that our Canadian soldiers and their Allies may live behind its protecting fences.

In addition there are normal ravages of war that must be made good as rapidly as they occur, the building of new bridges, the replacing of destroyed old ones, the vast works of reinforced concrete in replacing destroyed property of all descriptions.

The Increase in Costs

Raw material has gone up in direct proportion to the demand. Roughly it may be said to have doubled in cost. This fact coupled with abnormal demand is the prime cause of the conditions existing in the industry to-day. Labor and overhead and other costs have remained about as in normal times. The sum total has been a continuous series of advances in all steel products of any importance and the end is not yet in sight.

Prices, however, are not consistent nor dependable. In that respect the situation is chaotic. It will be kept so until such time as present contracts expire with United States steel mills. There are a number of these outstanding with a couple of months yet to run: there are some of six months time. Until such time as they do expire the manner and price of the disposal of steel products is one that is entirely optional with the Canadian buyer of the United States mills products. The holder of such a contract is in the enviable position of having his cake and eating it. He may protect his customer and sell on the old market; he may protect himself and sell on the present market. In either case he makes his middleman's profit; equally in either case it is the mill that is the chief sufferer, even more than the consumer when he buys on the present market. Unfortunately, however, these contracts are not always good except in theory. So great is the demand on the mills that in many cases it is impossible to fulfill contracts and even in more cases delivery has been deferred far ahead of eighteen weeks. The proportion of these old contracts that still have some life to run is not known, and any estimate of their total must be very imperfect. But they exist and it is the existence of them that explains why wire nails are being sold to the jobber at an advance of only fifteen cents over the cost of the wire to the mill. With the expiration of these contracts, other conditions being as they are to-day, a price in this country that is based on the then market conditions is thought to be probable.

The whole market in North America may be truthfully said to be sold up from start to finish for five or six months ahead on all classes of iron and steel, with the exception of structural material. This last is in good demand but is not booked up as far ahead as rods, billets, bonds, hoops and sheets. It is a remarkable fact that there are very small amounts being held even for speculative purposes for the reason that material to-day is going into use as fast as it is turned out.

Mills Working at 100 Per Cent. Capacity

There is at the present time a shortage in the rods from which the wire products are manufactured. Rods are a stand-by of the mills. When business is quiet in other lines, the mills work on rods until they pile up far beyond the capacity of the finishing mills. To-day with business at its height there are enough orders to keep the finishing mills busy and use all of the rods they can turn out, which fact makes it hard for the Canadian manufacturer to buy wire rods in the United States to-day. To explain—The mills have a finishing capacity that is about equal to their semi-finished capacity. Under ordinary conditions they can by speeding up their rod and billet mills turn out more of these products than they require for normal needs, and that is the market surplus in ordinary times. But in caring for the abnormal business that they have to-day they have increased their finishing capacity in order to care for all of the rods that can possibly be turned out. They are working at one hundred per cent. of capacity.

All of which goes to show how hopeless it is for Canadian manufacturers to hope to tap the supply. For the supply is non-existent. Competent authorities in the mills and manufacturing industry predict that this condition will last out the war. The market is so sold out, so completely booked ahead that only the offer of vastly increased prices will serve to divert orders from their present channel.

Wire, Chief Article of Demand

The rush of orders is so great and the demand so young that the proportion any one branch of the output bears to the whole is hard to determine but that

wire is one of the chief articles of demand to-day is certain. Aside from the tremendous demand there has been a great curtailment of the industry. Both Germany and Belgium were very heavy exporters of this commodity, the heaviest in the world. Between them they supplied the bulk of the South American trade. This was particularly true of barbed wire production. Belgium had, previous to the war, some of the finest wire mills in the world.

Fencing Should Be Higher

In its relation to fencing a prominent manufacturer has this to say about the situation: "If the wire fencing prices were based on actual market conditions to-day it would be out of the farmers' reach."

Prices on fencing have advanced a great deal in the past year but according to the manufacturer not in proportion to the advance in his raw material. And there is a very strong feeling apparent that they should go up before the fence season opens up in April or May. The bankings to date for this year are slightly below the level of last year, possibly due to advancing prices which have held orders down but the manufacturers as a whole believe the demand will be a normal one and that the farmer is now willing to pay a price that he would not have tolerated a year ago. This as a result of having been educated in war conditions and the cause of price advances. Believing this they are preparing for a heavy demand, as a normal one on top of the low stocks that exist in warehouses should create a heavy demand. And the manufacturers unite in declaring that domestic demand will have the preference with them.

At the present moment the indications are that the manufacturers have the situation in hand and are anxious to protect the dealers and the farmers. There is however, no asurance that theirs will be the decision. The situation may get out of their hands. Such demand as is coming in at present from some dealers is for small lots. The tendency is to hold back and not buy beyond the demands of the present year, the business of which in this line will be well over by June 1st.

Now that the manufacturers have had this opportunity to advance prices gradually and naturally for good reasons which the public understand, the tendency is to keep them there. Although an estimate of what the fall season will be is impossible, the feeling is that the prices will not be dropped to the ante bellum level of two years ago which interested authorities state were unfair and out of all proportion to raw material costs.

HARDWARE CONVENTION PROGRAM

The eleventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association will be held at the King Edward Hotel, Toronto, on Tuesday, Wednesday and Thursday, Feb. 22, 23, 24. The program follows:

(TUESDAY)

1 *P.M.—Meeting of Advisory Board.*

7 *P.M.—Meeting of Executive Committee and Appointment of Convention Committees.*
Reception and Registration of Members.

(WEDNESDAY)

9 *A.M.—Registration of Members and Distribution of Badges in Convention Offices—Second Floor King Edward Hotel.*

10 *A.M.—Opening of Convention in Banquet Hall—King Edward Hotel—Open to Members and Associate Members.*
Reception of Visitors to Convention including Honorary Members and Trade Representatives. Short Addresses.
President's Address.
Report of Executive and Advisory Committees.
Secretary's Report.
Treasurer's and Auditors' Reports.

2 *P.M.—Members' Meeting. Report of Secretary on "Service to Members"—Discussion as to Extension and Improvements in Service. Discussion on Price Maintenance and how to avoid cutting of prices below legitimate profit line.*
Consideration of present law regarding sale of firearms and ammunition, and its effect on the hardware dealer.
Consideration of working of Workmen's Compensation Act in relation to our members.
Receiving Reports of Committees.

8 *P.M.—To be devoted to Question Box, and consideration of Trade Problems—Open to Travellers and Associate Members. (Free and easy.)*

(THURSDAY)

9 *A.M.—Receiving Reports of Committees—Consideration of Tenders on Hardware, Tinsmithing and Heating as per sample specifications furnished and discussion on same.*
Discussion on Proper System of Installation of Hot Air Heating Systems—and how to prepare estimates for same.
Consideration of Methods to Increase Trade Through Use of Parcel Post.
Question Box Session.

(THURSDAY)

2 *P.M.—Election of Officers. New Business. Question Box.*

The manufacturers' stocks are heavy but stocks of raw material are not as heavy as they should be, which means that most of the future production will be dependent upon raw material at existing prices, which in turn means further advances in the price of fencing. To-day some classes of material are selling at a higher cost than in the finished fence, the manufacturers say.

Spelter, so largely used in galvanizing has advanced from a level of 4½ to 20 cents a pound. Many strange and contradictory conditions exist. In some cases ordinary galvanized wire is selling at higher prices than the finished fence both in Europe and in Canada. The former is taking all the barbed wire it can get at $4.05 per cwt. f.o.b. New York. Plain coiled wire brings $3.75 in the same market and higher when the need demands. The wire rods from which the fencing is made were $24.50 per ton before the war. To-day they are $50 per ton, if they can be had. In France they have been known to sell at $90 a ton. The wholesale price of 48 in. high seven wire fencing that weighs 10 lbs. to the rod is 32½c per rod in less than car load lots. The wholesaler's price in small lots to the jobber is $3.55 base per cwt. So the manufactured fence is selling for about 3c per rod less the wholesale price. That is a sample of fencing.

Some wholesalers and manufacturers are quoting prices only to those who demand them and guaranteeing for ten days only. One large company had to refuse a five-thousand ton order at the ruling market price because they could not supply the goods. The feeling still is, however, that the domestic demand will be cared for, but that it must be prepared for higher prices. It is felt that the dealers understand the situation

(Continued on page 43.)

EVENTS IN THE TRADE

Implement Dealers' Convention

The Saskatchewan Retail Implement Dealers' Association held a convention at Regina, February 1st and 2nd. At the opening session they were addressed by the Hon. Mr. Turgeon.

Board of Trade Resolution

The Montreal Board of Trade has passed a resolution calling upon the Dominion Government to appoint a small commission to visit Europe with a view to studying the possibilities there for Canadian trade after the war.

Howland Employes Enlist

Fifteen members of the staff of H. S. Howland, Sons & Co., Toronto, have enlisted for active service as follows:—Thomas Moulds, Robert Quinton, Luke Tomlinson, William J. Hall, George Phillips, Melville Porter, Fred Drewitt, William Quinton, Frank Rice, Walter Malcolm, James Miller, Norman Wray, Alex. Sime, Fred N. Challenger, Ormel Leavitt.

Fire Losses

Brantford, Ont.—Fire did $1,000 damages in the office of the American Radiator Co.

McCreary, Man.—Fire destroyed McPherson's & Anderson's hardware store.

Brandon, Man. — Doig, Rankin & Robertson, Ltd., whose department store was destroyed by fire in January, have secured temporary premises in the Hughes Block, 10th Street, and expect to be opened by March 1.

Gasoline Prices

Owing to the high price prevailing for gasoline, the question of urging the Government to encourage the manufacture of denatured alcohol was discussed at the January 31 meeting of the Regina Board of Trade. The matter was raised by R. M. Moore, who said that similar action was being taken by the Montreal Board of Trade.

Enlarging Plant

The W. H. Compton Shear Company, Newark, N.J., announces that another four-storey factory will be erected adjacent to the present plant. The new structure will have a frontage of seventy-five feet.

Obituary

Winnipeg, Man.—J. D. Burke, of Coleman & Burke, 287 McDermot Avenue, wholesale trunks and bags, died last week in his 54th year. He was formerly in the retail business, and at one time ran a general store at Morris, Man.

Death of J. C. Love

London, Ont.—John C. Love, senior member of the Love Hardware Company, Dundas Street, died at the Hamilton General Hospital as the result on an operation for stomach trouble. The deceased had been ailing for some time.

Mr. Love, before going into business for himself, had been connected with the Page Wire Fence Company, of Walkerville, and travelled for that firm for 17 years. On leaving the Page people two years ago, he bought out the hardware business of J. E. Young, which is known now as the Love Hardware Company.

He was a prominent Mason, being presiding preceptor of the Richard Coeur de Lion Preceptory of the Knights Templar.

Industrial

The Ford Motor Co. will build an assembling plant at Calgary, Alta., next spring. The building will be four storeys high, with provision made for increasing the size later. They will employ 150 men.

During the past few weeks there has been a coal famine all over Western Canada which, coinciding with extremely cold weather, resulted in damage to water pipes, which meant a lot of business for plumbers.

The newly amalgamated Willys Overland Automobile Co. and the Russell Motor Co. have made Regina headquarters for Western Canada, and will erect an assembling plant there.

Business Changes

Moore Park, Man.—J. H. Creighton, hardware, has sold out to C. G. Cram.

Howell, Sask.—L. A. Lafreniere & Son, hardware and implements, have been succeeded by L. Normand.

Wakaw, Sask.—Johansick & Chevalier have been succeeded by J. F. Johansick.

Dunnville, Ont.—Haney & Pringle, stoves and tinware, have dissolved, A. H. Pringle retiring.

McGregor, Ont.—P. L. Souligny, hardware, has sold out to Felix Meloche.

Carberry, Man.—Harvey & Nash, hardware, have dissolved partnership, H. Nash continuing.

R. R. Kinread has taken over the business of Kinread & Steeves, hardware commission brokers, 152 Henry Avenue, Winnipeg. E. C. Steeves has gone East for the winter, but is figuring on returning to the West later in the year. Mr. Kinread will continue to handle Record Foundry stoves, halters, and a number of other well-known lines. He has announced his intention of making a trip through the West either during February or early in March.

Milverton, Ont.—Wm. Finkbeiner, who has been in the hardware business here for the past 18 years, has disposed of his interests in the business to his brother, Otto Finkbeiner.

Personal

Among the early arrivals for the bonspiel in Winnipeg were R. G. Thrower, of Fiske, Sask., and James Sharpe, Manor, Sask.

J. L. S. Hutchinson, second vice-president of the Dominion Board of the Retail Merchants' Association, was the guest of the Retail Merchants of Manitoba last week.

Norman S. Richards, of the Northern Electric Co., Ltd., Regina, has been appointed manager of the sales department of the same company at Calgary. Before leaving, Mr. Richards was dined by his friends at the Commercial Club, where a presentation was made.

J. P. McGuire, who has had charge of the country order department of the Miller Morse Hardware Co., Winnipeg, Man., left Wednesday morning for his home in Halifax, N.S., where he will take a three months' vacation.

Optical Instruments for Inspecting and Testing

Bausch & Lomb Optical Co., Rochester, N.Y., have issued a 32-page catalogue featuring optical instruments for inspection and testing of materials. Those interested will be supplied with a copy upon request.

Early Days of Stove Business in the West

A. J. Taylor, Newly Appointed Manager of The Gurney Northwest Foundry Co., Winnipeg, Recalls Experiences of Twenty Years Ago.

AN important change was made recently in the stove business of the West, when A. J. Taylor was appointed by the Gurney Foundry Co. to succeed W. L. Helliwell as manager of the Gurney North-West Foundry Co., Lombard Street, Winnipeg. Mr. Taylor is an old-timer in the West, and is well known by Western hardwaremen. He was associated with the business in the early days when the firm sent J. N. B. Drewe to Winnipeg to determine what the prospects were there for business. That was in 1898, and in the same year small premises were taken at 155 Lombard Street, which are still standing and look exceedingly small in contrast with their present six-storey building farther down the street.

A. J. Taylor was then quite a young man, and described himself as a general chore boy, working from early morning till late at night, taking care of all household duties, such as sweeping and making bread and biscuits to show what their stoves could do. In those days the travelling staff included J. Hawke, later of the Moose Jaw Hardware Co., who came in every few weeks and told the younger members of the staff tales which made their ears tingle and their eyes ache for a sight of the glorious West and the big things in store. Another member of the staff in those early days was Ed. Jennings.

Later the management was taken over by W. L. Helliwell, who remained in Winnipeg for a good many years, and was recently transferred to the Montreal end of the business. In A. J. Taylor the firm have a man who understands both the West and the stove business thoroughly.

Speaking of the olden days to Hardware and Metal, Mr. Taylor said: "After spending nearly twenty-five years in Western Canada and almost eighteen years with the Gurney North-West Foundry Co., Limited, I have seen a good many changes in that space of time in the country, people and goods. There are hundreds of towns to-day that were not known, heard of, or even thought of, yet which now have the word 'city' applied to them. However, a great many of the old-time hardwaremen have retired, and some have been called away to the great beyond.

"How often have I thought of the struggle of the early days, small crops and big credits, but with a large idea of the future. Those men were big-hearted fellows; they had every confidence in the future, and displayed the qualities that go with the pioneer; and they gave encouragement and assistance to many a one who was down and out, who are to-day the backbone of the West.

"There are only a handful of the old-time travellers that we used to meet, now. In those days there were only a few of us fellows in the business, as the number of towns was not large, and the branch lines few.

"We hear a lot about the accommodation that the travellers have to contend with at the present time. Little do they know of what the old-time traveller had

A. J. TAYLOR,
Manager the Gurney Northwest Foundry Co., Winnipeg, Man.

to put up with when there was only a wayside stopping-place. Quite often, at the terminal of the branch lines, we used to sleep on the train all night—I say sleep, in the summer time, but in the winter time it was a matter of walking up and down the aisle to keep from freezing. And we were not always sure of a meal. Many a time have we carried a few sandwiches or soda biscuits to help us over the fast.

"In those days the only line that had a dining car was the main line, and if we got snow-bound or delayed on the trains, which were often only mixed ones, you can imagine what we had to contend with. Nevertheless, those were real happy days, as good fellowship and co-operation was the keynote of both customer and traveller, and many a lasting friendship was made in those early days."

EMPLOYES HONOR HARRY ASHDOWN AND BRIDE

Winnipeg, Man.—Striking evidence of the esteem in which Harry C. Ashdown is held by the employees of the J. H. Ashdown Hardware Company, Ltd., was forthcoming recently, when he received on behalf of Miss Grace Langlois, his bride-elect, a magnificent cabinet of silver, spontaneously subscribed for by over 500 employees of the company at Winnipeg, Calgary and Saskatoon.

Recently, Harry Ashdown was elected vice-president of the company of which his father, J. H. Ashdown, is president, and this was referred to at the presentation of the superb wedding gift, which took place in the general office of the wholesale department in the presence of the officers and employees of the firm.

A. E. Dykes, manager of the Winnipeg wholesale business, in making the presentation, stated that it gave him great pleasure, on behalf of the employees of the J. H. Ashdown Hardware Company, at Winnipeg, Calgary and Saskatoon, to ask Mr. Ashdown to accept for the young lady of his choice a case of silver as a present. He referred to the esteem in which Mr. Ashdown was held by every employee of the firm, and humorously reminded the recipient that the present was intended for the future Mrs. Ashdown. He concluded by expressing the unanimous wish that health, happiness, prosperity and long life should be the lot of Mr. Ashdown and his future wife.

Harry Ashdown, in thanking the employees and officers for the magnificent present, declared that he was taken aback by the magnificence of the gift so graciously given to Miss Langlois. He said that more than for its intrinsic value and beauty, he appreciated it as an indication of the esteem in which he was held by the employees of the company, and he felt sure that it would be the most highly prized of any gift which his young lady or he himself might receive to mark their wedding day.

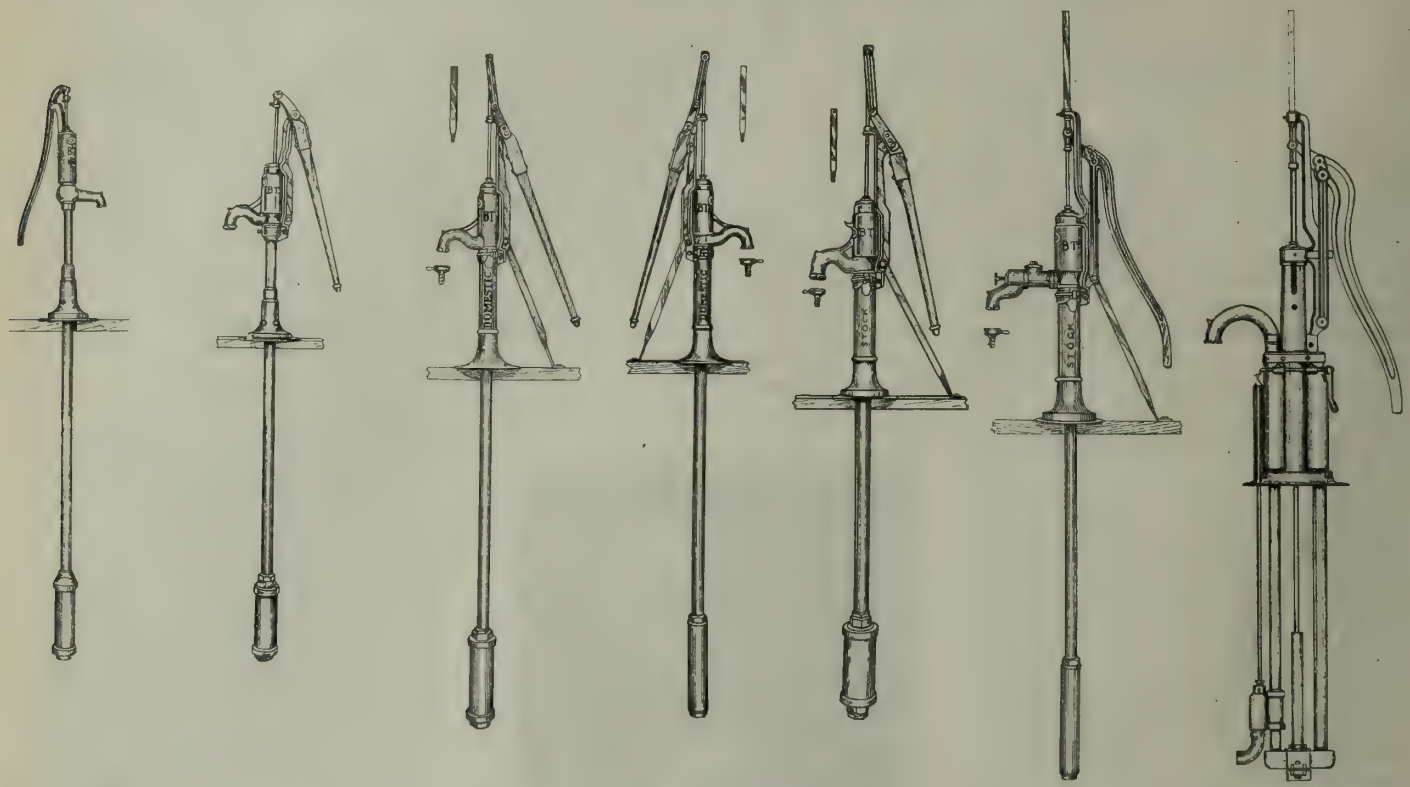
On a card accompanying the gift were the words: "Honor! High honor and renown to Hymen, God of every town. "Our hearty wish is that you may enjoy many years of bliss and hapiness. "From the employees of the J. H. Ashdown Hardware Company, Ltd., Winnipeg, Calgary and Saskatoon."

The marriage took place on Wednesday, February 2, of Harry Crouson Ashdown to Miss Grace V. Langlois. The newly-married couple left the same day for Florida, spending a short time in New York and Washington.

Roy J. Armstrong, who prior to enlisting was employed with the Hall Hardware Co., Calgary, Alta., has been wounded, and is now in a hospital in France.

BT STANDS FOR B-T

BT Ready-to-ship Pump No. 1 | BT Ready-to-ship Pump No. 2 | BT Ready-to-ship Pump No. 3 | BT Ready-to-ship Pump No. 4 | BT Ready-to-ship Pump No. 5 | BT Ready-to-ship Pump No. 6 | BT Ready-to-ship Pump No. 7



7 Pumps that take the place of 700

The Ready-to-ship line which we are introducing to the trade is entirely new. The success of the original line, which included only 4 pumps, has given us courage to broaden it a little, add pumps to cover a field which the original 4 never attempted to reach. Patented features have been added and the line has been improved in so many ways that without doubt we can offer the best values in well pumps the trade has ever heard of.

Buy your Pumps "Ready-to-ship"

This is the new way. It means that you get better pumps at better prices, get them promptly, you have less stock to carry and you can reach a bigger field than you ever tried to reach before.

7 PUMPS COVER THE FIELD

With the 7 pumps, you can do the entire pump business of the community. You do not have a variety of standards and cylinders to worry over. The BT Ready-to-ship Pumps come to you ready to sell, ready for the well. They are listed and bought and sold like any other staple merchandise. They are the best pumps in the world for the hardware merchant to handle.

THE INDUSTRY REVOLUTIONIZED

We are specializing on these 7 pumps, on turning them out in quantities. Before the Ready-to-ship idea

Beatty Bros. Limited — Fergus, Ontario.

PUMPS **BT** PUMPS

Beatty Bros., Limited, Head Office: **Fergus, Ont.** Montreal, St. John, Winnipeg, Edmonton

Ready-to-Ship Pumps

BT STANDS FOR B-E-S-T

became so popular pumps were only made in small quantities, as required by the trade, since no manufacturer could afford to keep a large stock of the numerous varieties shown in his catalogue.

But we are concentrating on these 7 pumps. They will be used for 90% of our well pump business. We are making enormous quantities of each of the 7 styles. We have not the multiplicity of varieties to bother with.

Our whole output of each pump is turned out at the one time. There is little waste of time changing from one pattern to another, less spoilage of castings. The men are expert at making them. They are making higher wages. At the same time our labor costs have been cut in two.

LOW PRICES

This, then, explains the low prices.

Everyone knows that when articles are made thousands at a time, each one of them can be produced at less cost than when they are only made one at a time.

The prices we offer on these pumps are marvellous when you consider the increased cost of materials, due to the war, particularly the cost of brass.

And we have told you frankly how we can make such low prices.

This is not a price-cutting proposition. We are not losing money on them. They are the most profitable pumps we manufacture. We are longing for the day when not 90% but 100% of our well pump business will be done with the Ready-to-ship pumps.

SOME OTHER NEW FEATURES

The standard of each pump is larger and heavier than that of any similar pump on the market. There are larger water ways throughout and a larger delivery spout. Another instance; 9-16 and ⅝-inch steel pins are used, whereas the heaviest has always been 7-16.

PATENTED HANDLE SOCKET: This consists of a single, large malleable iron casting, in which the handle is bolted, from top to bottom, and cannot work loose.

PATENTED STEEL CLIP: This is used to make a rigid connection between the reversible spout and stand. It permits the use of the reversible spout, without danger of breaking the handle bearer because of the side strains on it.

ADJUSTABLE STROKES: 6, 8 and 10 inches. Other pumps have only two strokes, 7 and 9 inches.

IMPROVEMENTS IN CYLINDERS

Cylinders are being built on the ready-to-ship plan, with consequent effects on the price. Brass-lined and brass body cylinders have poppet valves. Caps are galvanized. All fittings, in fact, are made of brass or are galvanized. The cage is malleable iron.

WRITE FOR SPRING OFFER

This is a money-saving and a business-getting proposition for you. We can merely outline it in this announcement. We cannot give you here an idea of the splendid offer we are making.

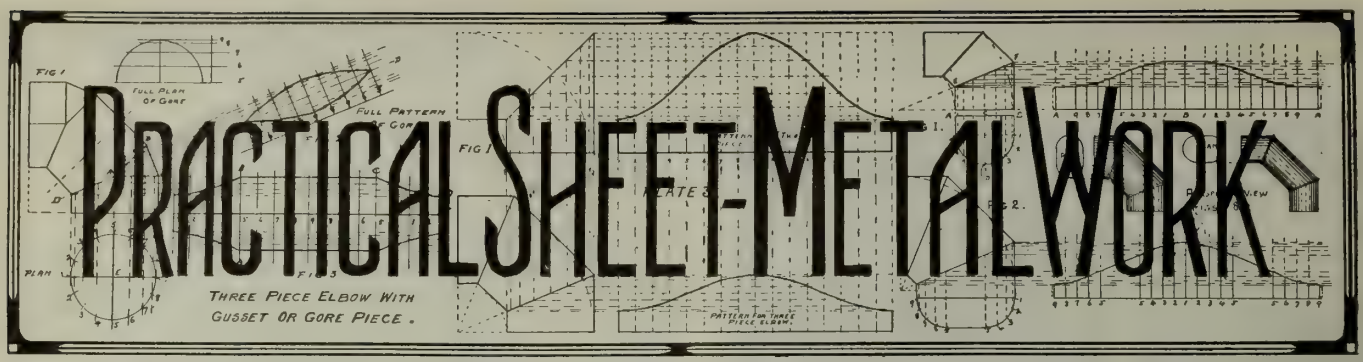
Send for the illustrated booklet that explains our 1916 Ready-to-ship Pump Proposition in detail.

Also get the offer we are making to the trade this Spring.

Beatty Bros., Limited, Head Office: Fergus, Ontario

St. John, N.B. **Montreal, P.Q.** **Winnipeg, Man.** **Edmonton, Alta.**

BT STANDS FOR B-E-S-T



BY THOMAS STANFIELD

THIS article will take up a number of simple problems in geometry, which will not only be interesting, but also instructive, in that it shows how various figures may be developed. Such practice will assist the student materially when the actual development of patterns is taken up.

Fig. 1.—To Erect a Perpendicular Line

Let AB be a horizontal line. With A as centre and with AB as radius describe a circle, then with B as centre and with BA as radius describe another circle, cutting the former circle at C and D. Join CD cutting AB at F.

DC is perpendicular to AB. The four angles at F are right angles, 90 degrees each. The line AB is divided into two equal parts at F. And any circle drawn with F as centre is divided into four equal parts by the lines AB, CD.

Another method of erecting a line perpendicular to another given line from a point at the end of that line is shown in Fig. 2.

Take any point above AB, such as C. With C as centre and CB as radius, describe a circle cutting AB at E. Join EC and produce EC to cut the circumference of the circle at D. Join BD, BD is at right angles to AB.

Fig. 3.—To Draw a Straight Line Parallel to a Given Straight Line

Let AB be the given straight line. Take any two points in it, a and b, and from them draw aC and bD of equal length at right angles to AB. Through C and D draw the straight line EF. EF is parallel to AB.

Another practical method is to describe two arcs, as shown with a and b as centres, then draw EF to touch the two arcs at C and D, but not to cut them. EF is then parallel to AB.

Fig. 4.—To Bisect a Given Angle

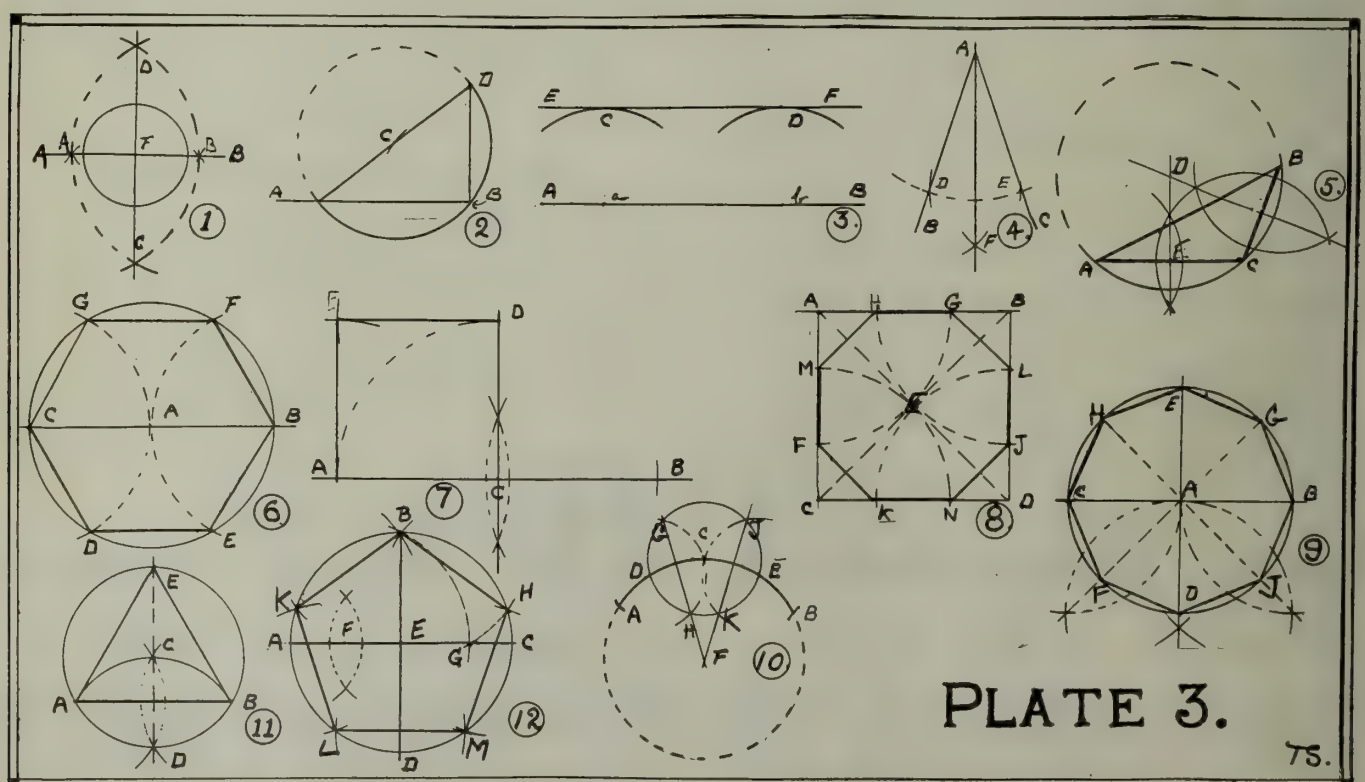
To bisect an angle means to divide an angle into two angles, each having the same number of degrees. It should here be mentioned that the size of an angle does not depend upon the length of the lines forming it, but upon the size of the opening. Thus, the angle formed by the hands of a clock standing at 5 minutes past 3 is greater than that formed by them at 10 minutes past 3, although the hands in the second case might be much larger than those in the first case.

Let BAC be the angle to be bisected. With A as centre and with any radius less than AB describe a circle cutting AB and AC at D and E respectively. With D and E as centres and with radius DE, describe two circles (parts only are shown in the figure) intersecting each other at F. Join AF. The angle DAF is equal to the angle CAF.

Fig. 5.—To Draw a Circle Through the Three Angles of any Given Triangle

Let ABC be the given triangle. It is required to describe a circle of such a size that the circumference may pass through the three points ABC.

Bisect the lines AC and CB (method shown in Fig. 1) at E and F. Draw ED



and FD at right angles to AC and CB respectively, and let these lines meet at D. D is the centre of a circle which will pass through A, C and B.

Fig. 6.—To Construct a Regular Hexagon With Sides of a Given Length

Let AB be a straight line, the length of which is that required for the sides of the hexagon. With A as centre and AB as radius, describe a circle. Produce BA to cut this circle at C. With BA as radius and B as centre, describe a circle cutting the first circle at F and E, and with C as centre and CA as radius, describe a circle cutting the first circle at G and D. Join CD, DE, EB, BF, FG, GC. The figure thus formed is a regular hexagon, whose sides are all equal to AB.

Fig. 7.—To Construct a Square on a Given Straight Line

Let AC be the given straight line. From A draw a line at right angles to AC, and with A as centre and AC as radius, describe a circle cutting this line at E. From C draw a line at right angles to AC, and with C as centre and CA as radius, describe a circle cutting this line at D. Join ED.

Then AEDC is the square required.

Fig. 8.—To Form an Octagon from a Given Square

Let ABCD be the given square. Join AD and CB and let them intersect at E. With A as centre and AE as radius, describe a circle cutting AC at F and AB at G, similarly from B D and C as centres, describe circles cutting the sides of the square at H and J, K and L, M and N. Join GL, JN, KF, MH. The figure MHGLJNKFM is the octagon required.

Fig. 9.—To Inscribe an Octagon in a Given Circle

Let AB be the radius of the given circle and CAB a diameter. Draw EAD another diameter at right angles to CAB. Bisect the four right angles at A by the diameters FAG, HAJ. Join the points CH HE EG GB, BJ JD DF FC. The figure thus formed is the octagon required.

Fig. 10.—To Find the Radius of Any Given Arc

Let AB be the given arc. Take any point C in it and with any radius less than CA or CB describe a circle cutting the arc at D and E. With the same radius and D as centre, describe a circle cutting the first circle at G and H, and with same radius and F as centre describe a circle cutting the first circle at J and K. Join CH and JK, produce them, and let them meet at F. F is the centre of the circle of which the arc AB is a part.

Fig. 11.—To Inscribe an Equilateral Triangle Within a Given Circle

Let CD be the radius of the given circle and DCE a diameter, with D as centre and DC as radius, describe a circle cutting the first circle at A and B. Join AE EB BA. Then AEB is the equilateral triangle required.

Fig. 12.—To Inscribe a Regular Pentagon Within a Given Circle

Let AEC and BED be two diameters of the given circle at right angles to each other, E being the centre of the circle. Bisect AE at F. With F as centre and radius FB, describe a circle cutting EC at G. Then with B as centre and BG as radius, describe a circle cutting the original circle at H and K. BH is one-fifth of the circumference of the circle, as is also BK, and by describing circles from KH with the same diameter cutting the original circle at L and M and, by joining BH HM ML LK KB, a pentagon as required is described.

(Continued in next issue.)

HARDWARE LETTER BOX

Algoma Empire Wood Cook Stove

Wagstaff & Vestrup, Nakusp, B.C.—Kindly let us know who manufactures the Algoma Empire wood cook stove, and also give their agents in Vancouver or Calgary.

Can any of our readers kindly supply this information?—Ed.

Carbo Magnetic Razor

R. A. Wells, Dresden, Ont.—Will you please give me the name of the firm making the carbo magnetic razor.

This razor is made by A. L. Silverstein, of New York, N.Y.—Ed.

Makers of Kraft Paper

Thompson & Sutherland, New Glasgow, N.S.—We would be obliged if you would give us the names of Canadian manufacturers of Kraft paper.

New Brunswick Pulp & Paper Co., Ltd., Millerton, N.B.

Brompton Pulp & Paper Co., East Angus, Que.

Wyagamack Paper Co., Three Rivers, Que.

Lincoln Paper Mills Co., Merriton, Ont.

Most hardware jobbers could also supply you with Kraft paper.—Ed.

Malleable Iron Rakes and Hoes

Stedman Bros., Ltd., Brantford, Ont.—We are are interested to know the name of manufacturers of malleable iron rakes and a cheap line of hoes.

Ward & Payne, Sheffield, Eng.

Eureka Planter Co., Woodstock, Ont.

Welland Vale Mfg. Co., St. Catharines, Ont.—Ed.

Canadian-made Church Bells

John E. Ford, Comber, Ont.—Please let me know of firms in Canada who make large church bells.

James Morrison Brass Mfg. Co., Ltd., Toronto.

Lumen Bearing Co., Toronto, Ont.

Exeter Mfg. Co., Ltd., Exeter, Ont.

L. H. Piper & Co., Montreal, Que.

C. O. Clark & Bro., Montreal, Que.

Wilson & Cousins, Toronto, Ont.

Hugh Russell, Royal Ins. Bldg., Montreal, Que.—Ed.

Address of the Atha Tool Works

McKinley & Northwood, Ltd., Ottawa, Ont.—Kindly advise us of the address of the Atha Tool Works.

The Atha Tool Works are located at Newark, N.J.—Ed.

Butt Gauges Which Attach to Chisels

S. & G. Penfold, Guelph, Ont.—Can you give us any information regarding a butt gauge which attaches to a chisel?

Can any of our readers kindly supply the desired information?—Editor.

NEW MOSSBERG CATALOGUE

Frank Mossberg Co., Attleboro, Mass., recently issued an unusually interesting and practical 200 page catalogue featuring the company's products, which includes, wrenches, bells, stamped steel reels, beams and spools, sheet metal stampings, punching and farming dies, special tools and machinery.

The catalogue is splendidly illustrated. In addition to the regular itemized index, a special page has been inserted inside the front cover, for rapid reference. In order to find quickly any division, you roll catalogue slightly toward the right whereupon the dark edge of the division page will appear opposite the corresponding dark block on the first page. The divisions are listed as follows:—adjustable wrenches; bicycle tools and motorcycle wrenches and tools; auto cycle socket wrenches; socket wrench sets and accessories; marine and motorboat wrenches and tools; double-end and single end, engineers, open-end wrenches; demountable rim wrenches and valve grinders; pliers, necessities for Fords. Copies of the catalogue will be mailed

Auto Goggles

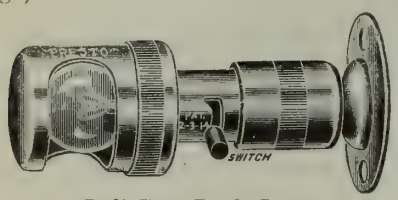
A neat catalogue of 31 pages has been issued by the Standard Optical Co., Geneva, N.Y., featuring Stoco auto goggles. A large range of goggles for autoists is shown in the catalogue. Copies will be supplied on request.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NO. 618-S DASH LAMP

The accompanying illustration shows one of the seventeen different styles of electric dash lamps for automobiles manufactured by the Metal Specialties Mfg. Co., 730-738 W. Monroe Street, Chicago, Ill.



Bull Dog Dash Lamp

The illustration shows type known as No. 618-S bull dog dash lamp. The makers claim that this lamp is everything that the name implies, short, heavy, strong and chunky and built for service. Made of brass throughout, and handsomely finished in nickel-plate. Furnished complete with electric bulb and screws for fastening to the dash board.

The lamps are made in several different lengths to suit dash board instruments, such as speedometer, clocks, vibrators and pedals.

STOCO AUTOMOBILE GOGGLES

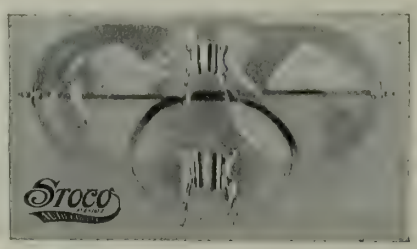
Among the new styles of automobile goggles, recently brought out by the Standard Optical Co. of Geneva, N.Y., are three different types of goggles which are constructed with the Stoco patented flexible gold-filled centrepiece. These styles have pads which rest on either side of the nose, taking the weight of the large lenses off the bridge.

The "Nabob" Goggle

The Stoco rimless goggle, here illustrated, has very large curved amber lenses of the finest optical glass. The temples are covered with a sanitary fabric tubing that protects the ears. The price of this style, each goggle in a beautiful leather case, is $40 per dozen. The "Softone" style is similar, but is made with a lower quality mounting and lenses. The price of the latter style is $24 per dozen, including cases.

In the "Nabob" style, here illustrated, the makers state that comfort, durability and attractiveness have been pleasingly combined. This goggle also has the flexible centrepiece and gold-filled flexible velvet tip temples. The curved lenses are set in protecting rims of either imitation shell or ivory white color. Amber lenses may be had with two shades, the upper portion being made very dark for headlights. Single tone lenses are supplied for this goggle in amber, smoke, fieuzal or amethyst colors. The price, including fine quality cases, is $40 per dozen.

An attractive little catalogue, recently issued by the Standard Optical Co., of Geneva, N.Y., illustrates and describes



Stoco Rimless Goggle

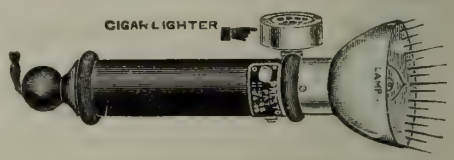
more than a hundred popular styles of goggles, eye protectors and sun glasses, which this company is manufacturing for the 1916 season. There are styles to retail all the way from 25c to $6. A copy of the catalogue will be sent to any merchant on request.

COMBINATION CIGAR LIGHTER, INSPECTION LAMP AND ACETYLENE LAMP LIGHTER

The automobile accessory shown herewith is a combination cigar lighter, acetylene lamp lighter and incandescent repair lamp, made by the Metal Specialties Mfg. Co., of Chicago, Ill. It is now on the market, and the makers state it has proven itself to be a most useful article for automobile and electric vehicles. The lamp is six inches in length, and always at your elbow ready for use.

The cigar lighter tips are made with different resistance wires in same, so that tips are furnished for any voltage from six to twenty-four volts to suit the voltage of the batteries on any automobile or motor boats. The cigar lighter tips are made interchangeable and are easily removed. There are separate push buttons for the lamp and cigar lighter. It is claimed a cigar or cigarette is easily lighted going at any speed. Wind and weather makes no difference.

The repair lamp is also handy for pur-



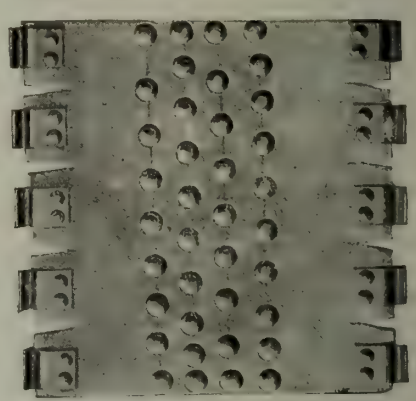
Combination Lighter

pose of inspection, especially for making repairs on the road after dark. The ten feet of cord attached is sufficient for exploring any part of the machine.

AUTOCRAT TIRE PATCHES

The Autocrat Tire Company, Midlothian, Texas, offers to the trade the Atco and Lone Star patches, here illustrated.

The Atco patch is made to be used in either 3 or 3½-inch tires. The makers state that it is made of the best quality leather for the purpose, and has a thin and simple means of locking. The patch, it is said, will repair rim cuts as well as blow-outs at any place in the tire. To apply patch, place around inner tube and insert fasteners through the desired row of slots.



The Lone Star Patch

The Lone Star patch, also made of leather, is eight inches long, with five neat, strong hooks on each side. Each patch is wrapped in a neat wrapper and takes up but little space. Made in all sizes for both clincher and straight side tires.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

There is a reasonable activity in all branches of the hardware trade and the outlook for spring is exceedingly bright. The feverish buying so prevalent during January is absent this month, thus indicating that on many lines the trade has protected itself against advancing prices. The metal markets are firm. Lead is very high at present, and the market is high.

Heavy snowfalls in various parts of Canada have stimulated business in many lines, and enabled retailers and jobbers to close out many lines of sleighs, snowshoes, bells, etc., which had been rather quiet for some time.

Among the many lines which advanced this week are galvanized iron, brass wire, wire cloth, fittings, stove bolts, game traps, chain, oakum, top soles and top lifts, saws, scales, glue, anvils, some lines of files, seine twine, stove pipe and elbows, scrap metals. Further advances are predicted in black sheets and plates, boiler tubes, copper and brass products. Activity in the paint trade continues and retailers are buying and booking freely in anticipation of higher prices on ready-mixed lines. White lead in oil has again advanced in price. Linseed oil is weaker. The upward movement in chemicals has greatly increased the cost of production of certain paint colors. Glass prices are firm but there is very little business passing at present.

MONTREAL

MONTREAL, Feb. 11.—There is a seasonable activity in the hardware trade, although some of the feverish buying which made January a remarkably big month is missing. This is not regarded as a bad sign but as indicating that the trade has protected itself substantially against advancing prices and is now filling normal needs. Altogether the outlook is very satisfactory as regards business. In connection with the very difficult situation created in the iron and steel trades as the result of heavy consumption for war purposes there is no actual change. But, while the indications are that until there are more free deliveries values of stocks will increase to advance in proportion to their exhaustion, there are future signs somewhat more favorable. Indications from the United States are that mills are now producing in quantities equal to the business coming forward and, although it may take a long time to catch up, the situation there is not gaining in fundamental strength.

Metals in Limelight.—For this week the metals have again come into the limelight with a number of advances and prospects of a continued upward movement. Copper is particularly affected but there are also higher quotations for spelter and sheet zinc and antimony has advanced on nominal quotations. Tin, lead and copper are all very firm, with prospects of the latter continuing its upward movement.

Miscellaneous Lines Advance.—A new feature of the situation is the number of miscellaneous odds and ends of the trade which have been showing higher prices. These are difficult to give in detail to the trade as they are altogether apart from the general lists. Their advance indicates that the influence of the higher markets for iron and steel and other metals is now reaching the outer boundaries of the trade, much as the big splash in the centre of the pond gradually sends ripples to the shore.

Many Advances.—Lines which have advanced this week include: galvanized iron, brass wire, wire cloth, fittings stove bolts, chain, oakum, top soles and top lifts, game traps, saws, scales, glue, anvils, files, seine twine, stove pipe and elbows and certain scrap metals. Advances are predicted in black sheets and plates, boiler tubes, copper and brass products, cartridges etc.

Tin Continues Firm.—The tin situation locally continues steady and firm at last quotations. Local influences in this market have a tendency towards strength but outside sources have recently been contributing information which offsets this. New York is off about a quarter cent since last writing and conditions have been dull and uninteresting. Buyers appear to be very comfortable for early deliveries and with heavy future deliveries the outlook is that the dullness will continue with the possibility of slight reductions. However, it is generally accepted that there will be nothing in the way of a sharp reaction while the present conditions continue. Montreal quotations: 46½c-47c—firm.

Copper Takes a Jump.—The strength in the copper situation reported for some weeks, as the result of the developments in the American market, has brought its effect in a jump of three cents recorded locally this week The metal is now in a very high position but is holding it very firmly with a tendency to advance still further The London market appears to be the chief influence and new records for the sensational movement are being established there from time to time; New York is quiet at last reports but stronger than ever. The question is being asked in the United States as to where the copper is all going but it is evidently not remaining in sellers' hands. Whether consumers are actually using their purchases or are providing a margin against emergencies remains to be seen. Montreal quotation: 30c-30¼c—very firm.

Spelter Scores Advance.—Spelter has scored another advance of ½ cent on the local market and is reported as being very firm at the new quotation. New York shows a fractional advance since last report this being in sympathy with the extraordinary situation in copper. Montreal quotation: 23½-24c—very firm.

Lead is Strong.—Although there has been no general change in the quotations for lead since last report, the market is described as being very strong at the old quotations. Outside markets show little or no change. New York is strong at the Trust quotations. It is believed that a good export business is being done at full prices and in the States spot is demanding a premium. Montreal quotations: 8¼-8½c—very firm.

Antimony Scores Advance.—A nominal advance of 5c has been made on antimony in the local market. This comes as the evident result of the strong movement which has been in evidence in the United States for some weeks and which has been responsible for a rise of about 3½c in New York during the past month. Montreal quotation: 50c—nominal.

Zinc and Aluminum—Still another advance on sheet zinc has been made, the quotation now being 1 cent higher and the market strong on the advance. The new figures are 30c for casks and

30½cents for part casks. There is no change in the market as regards aluminum, the quotation remaining nominally at 68c.

Solder Continues Steady.—There is nothing new to report as regards solder and the business passing is within the range of quotations established some weeks ago. Prices: Commercial half-and-half 27c-28c: Strictly half-and-half 29c-30c.

Iron and Steel Situation.—Although there is no actual change in the situation as regards iron and steel and the products thereof so far as the hardware trade is concerned, and although higher prices are to be expected until deliveries are made more freely as adjustments are made to suit declining stocks, there are some distant signs that the great demand for steel, which was behind the whole movement, is wearing itself out. While deliveries continue from stock, and this appears to be a likely condition for weeks to come, advancing prices are to be expected as the mills are far behind with their orders, however, reports from Pittsburg are to the effect that the situation has ceased to gain fundamental strength and that production is up to the volume of new business coming forward. This is a change which means little to the trade at present but adds a little brightness to the future outlook. Advances on galvanized sheets and tinned iron are announced this week and trade reports are that higher prices on sheets, pipe, tubes, etc., are to be looked for.

Copper and Brass.—With the upward movement of copper the market for brass and copper products is soaring. Advances are being made on sheets, tubes, wire etc. and fittings and other lines are being influenced. Dealers see prospects of being unable to fill orders if the conditions continue as at present.

Galvanized Iron Higher.—A further increase of 25c on galvanized iron in cases is announced and on sheets in bundles there is an advance of 15c. In the former class are Queens Head, Fleur-de-Lis, Gorbals Best and Colborne Crown, and in the latter Apollo and Premier. The advance is the result of the rising cost and scarcity of steel products and still higher prices are being predicted. New quotations follow:

Gauge.	Queen's Head	Fleur-de-Lis	Gorbals	Colborne	Apollo	Premier
14 gauge	$....	$....	$....	$....	$5 50	$5 55
16 gauge	....	....	5 75	....	5 55	5 35
16-20 gauge	6 65	6 40	....	6 15	....	....
18-20 gauge	....	....	5 95	....	5 75	5 95
22 gauge	....	....	6 20	....	....	....
22-24 gauge	6 75	6 55	....	6 25	5 85	6 15
24 gauge	....	....	6 75	....	....	....
26 gauge	7 00	6 70	7 00	6 50	5 95	6 40
28 gauge	7 25	7 00	7 25	6 75	6 45	6 65
10¾ oz.	....	....	....	....	6 75	6 90

Tinned Iron.—The advance on tinned iron which comes with the general upward movement of products of iron and steel is a substantial one, quotations being advanced 50c. Now prices are: 72x30 up to 24 gauge, case lots $11.50; 72x30, 26 gauge, case lots $12.00; Less than case, 25c per 100 lbs.

Sheets Going up. — Although there are no actual advances this week on black sheets, the situation is very firm, and the tone of the market as regards Canada plates is even stronger than at last report. Higher prices in these lines are being predicted in the trade. Dealers say they are largely depending upon stocks to fill orders as they cannot secure deliveries and that advances are forced as supplies become exhausted.

Tubes and Plates.—There are no higher prices announced for boiler tubes and plates but the feeling in the trade is that the top of this market has not yet been reached, although there is some improvement as to the future outlook and less feverish demand on the part of retail dealers.

Nails Are Firm.—On the advances for nails recorded last week the market is steady and firm. The quotation on wire nails is now $3.20, Montreal, and on cut nails $3.10.

Cut Hay Baling Wire.—On the advance on hay wire announced last week there is a readjustment of the discount on Annealed cut hay baling wire, the discount now being 2½ per cent. as compared with 5 per cent formerly. List prices for Montreal are: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.

O. & A. Fence Wire.—Under the new prices for smooth steel wire announced last week, the new quotations—extras added—for oiled and annealed fence wire are as follows:

O & A, No. 10, $3.46 per 100 lbs.; O & A, No. 11, $3.52 per 100 lbs.; O & A No. 12, $3.60 per 100 lbs.

Brass Wire.—On the higher prices for brass wire the discount on gauges 3 to 24 is net and 10 per cent. as compared with net and on 25 to 36 gauge net as compared with 5 per cent. formerly.

Wire Cloth.—With the upward movement of wire another advance on wire cloth has gone into effect. In Montreal the quotation on 100 foot rolls is $1.75. It is expected that the extra for smaller rolls will be 5 cents as in the past, although this is not yet definitely indicated.

Fittings Going Up. — The prices of fittings are being advanced in a decided manner. The discount on Canadian malleable is now 32½ per cent as compared with 35 per cent. and on malleable unions the allowance is 60 and 10 per cent as compared with 65 and 5 per cent. On brass fittings the advances are even more emphatic.

Stove Bolts Still Higher. — Stove bolts stand out on the bolt list this week, the discount being changed from 75 and 10 per cent. to 75 per cent.

Big Advance on Chain. — Big advances are being made on chain as the result of the rising costs of raw materials. On proof coil there is an all round increase of about 60c per cwt., and there are proportionate advances on the BB and BBB. New prices on about the same scale of increase are also out for Electric weld coil and Electric weld loading. New former prices are as follows:

	New	Former
Proof Coil—		
¼ inch	$7 85	$7 35
5-16 inch	6 50	5 95
⅜ inch	6 50	5 95
7-16 inch	5 55	4 95
½ inch	5 35	4 75
9-16 inch	5 35	4 75
⅝ inch	5 20	4 60
¾ inch	5 10	4 50
⅞ inch	4 95	4 35
1 inch	4 80	4 20
Electric Weld BB—		
3-16 inch	10 45	8 85
¼ inch	7 15	6 15
5-16 inch	5 65	4 90
⅜ inch	4 60	4 05
7-16 inch	4 60	3 85
½ inch	4 60	3 75
Electric Weld Loading—		
¼ inch	11 50	12 50

Oakum.—Further advances are being made on Oakum. Plumbers is now quoted $5.50 which covers a recent of 50 and U.S. Navy (English) is now 8.75 which covers a recent advance of $1.25.

Top Soles and Top Lifts. — Leather concerns have issued a new list on top soles and top lifts. The new quotations for the largest sizes in each class are now as follows:

	Top Soles	Top Lifts
Men's XXX.	$5 70	$1 95
Men's XX.	5 30	1 70
Men's Spec.	3 70	....
Men's X.	3 20	1 00
Men's C.	2 50	0 70
Men's S.B.	3 85	1 15
Men's B.	2 90	0 90
Boys' XXX.	4 00	1 30
Boys' XX.	3 60	1 10
Boys' X.	2 25	....
Boys' C.	1 70	0 55
Women's XXX.	3 20	0 80
Women's XX.	2 80	0 65
Women's XS.	1 70	....
Women's X.	1 55	....
Women's C.	1 20	....
Misses' and Youths' XXX.	2 50	0 60
Misses' and Youths' XX.	2 25	0 55
Misses' and Youths' X.	1 30	....
Misses' and Youths' C.	1 05	....

Lead Pipe.—Owing to the strength of the lead market, products of that metal are very firm despite advances which have already been made. Quotations are $10.50 for lead pipe and $11.50 for lead waste pipe but higher prices are being predicted.

Poultry Netting Firm.—There are indications that before the end of the season there will be a scarcity of poultry netting and even higher prices may be established. Already the discount has been reduced to 30 per cent. but on this basis the market is very firm.

Game Traps.—The new discounts on game traps have been adjusted in the local market. The allowances are now as follows: Victor 67½ per cent. Oneida jump 60 and 5 per cent.; H. & N. 55 per cent.; Newhouse 35 per cent.; Bear No. 5, $81; Bear, No. 50, $57.

Saws Have Gone Up. — There has been a general advance on saws which takes in practically all of the many varieties carried in the hardware trade.

The change in the discount on rip saws is from 35 per cent. to 30 per cent.

Scales Go Up.—Advances have been made on a number of lines of scales, the increases being from 5 per cent. to 10 per cent. This follows the general upward trend of raw materials.

Glue is Higher.—One of the articles which has not altered in price for many years and has now recorded an advance is LePages glue. The increase is about 5 per cent. roughly speaking and amounts to about $1.50 per dozen on best selling lines. Other glues are expected to join in this movement.

Cartridges to Advance. — A current report in the trade is that there will be a further advance in cartridges to cover rising costs of raw materials. Some wholesalers are advising retailers to cover themselves on their bookings on this account.

Anvils Advance Further. — Further advances are being recorded on the prices of anvils to the trade. One wholesale house reports that an additional cent per pound has recently been added.

Files are Higher.—Cost of manufacture of files is going up as is the case with many other steel products. One wholesale firm reports that the discount to the trade has recently been reduced from 75 per cent. to 72½ per cent.

Seine Twine.—Following the upward tendency of cotton higher prices are being charged for seine cotton twine. One firm reports an increase of 1 cent per pound.

Metal Wares. — Higher prices on sheet iron elbows and patent stove pipe have been announced by the manufacturers. The new discounts are as follows:

Machine made sheet iron elbows 35 per cent.; Galvanized sheet iron elbows 20 and 2½ per cent.; Patent stove pipe 30 per cent.

Old Materials. — Prices offered for scrap continue to advance with the metal markets. Following are new quotations heard this week: Brass, heavy, 12¼c lb.; Copper, heavy, 19½c lb.; Mach. compos, No. 1. 15c lb.

TORONTO

TORONTO, Ont., Feb. 10.—There is no improvement in the situation as regards high prices and deliveries from manufacturers are uncertain and backward. The demand principally for heavy lines of hardware continues steady, however, and the volume of business is as good, if not better, than during last month.

The prosperity in the rural districts is largely the reason for this activity, but there is also a tendency to buy before prices go much higher. Retailers are buying freely, and are laying in fair stocks of staple lines as a protective measure against a possible shortage and abnormal prices, which are expected in the trade. This is due to a large extent to conditions prevailing in the metal markets, where the situation is getting more acute on account of the continued advance in prices and scarcity of raw materials.

The cold weather has stimulated business in seasonable lines and helped the retail trade to clear out stocks of snow shovels, sleigh bells, blankets, skates, etc.

Fewer Price Changes.—There have been a number of price changes recently in less important lines, but not so many staples have been affected as during the past few weeks. The tendency towards higher prices, however, is in no way diminished, and with the present conditions prevailing in the steel trade and other raw material markets, further advances in many lines of hardware may be expected. Price changes this week affect a number of important lines, and include the following: Cold-rolled shafting. "Invincible" poultry netting, stove pipe and elbows, stove bolts, fine wire, wash boards, brooms, scales, weighted brushes, step and extension ladders, copper tacks and nails, escutcheon pins, curry combs, top soles.

An advance in black wire cloth is expected very shortly, while higher prices for hemp and jute ropes are looked for on account of the scarcity and high cost of fibres. Prices of fire pots and torches have been withdrawn, and a new list will be issued shortly.

Iron and Steel.—There is no change in the situation in the steel trade; the market continues strong, and prices have an upward tendency. The hardware market is being affected as much as ever by the conditions in the steel trade on account of the steady advance in prices and scarcity of raw materials. The extraordinary activity at the mills shows no sign of abatement. The advance in cold-rolled steel shafting, anticipated last week, is now in effect, the new discount being 10 per cent. at warehouse. Wire nails are very firm, but may go higher. Wire rods are being quoted at a nominal price of $45 Pittsburgh for second and third quarter delivery, and at $50 to $55 for four to six weeks' delivery.

Stove bolts have advanced, the new discount being 75 per cent. Boiler plates and tubes are very firm, but unchanged.

Metals are Strong.—The feature of the metal market is the extraordinary strength of copper and steady advance to record-breaking prices. There is an enormous demand for copper, and little chance of any abatement while the war lasts. Under prevailing conditions it is impossible to say when the market will stop advancing. The tin market is quiet and unchanged, but the possibility of shipments being lost or otherwise being interfered with is helping to keep the market up. The spelter situation is unchanged, but the market is stronger and prices slightly higher. There is no change in the price of lead, but the market is strong and the metal in good demand. The antimony market is stronger and higher, a scarcity of spot metal having developed. There is no change in aluminum, but the market is firmer.

Copper Very Strong.—The upward movement in copper continues with a strong market. It has been for some time a question of supply and demand, and the point has been reached where consumption is about equal to the production. The demand has reached extraordinary proportions, and will increase rather than otherwise while the war lasts; the copper producers will thus be taxed to the limit to keep pace with the consumption. Copper has advanced locally, and is now being quoted at 29c to 30c per pound.

Tin Reasonable.—The market is quiet but firm, and, compared with other metals, the tin position is a good one. The visible supplies, however continue to increase, which ordinarily would tend to weaken the market. There is, however, the possibility of shipments of tin being lost or restrictions applied which is helping to maintain prices at present levels. Quotations are firm and unchanged at 46c to 48c per pound.

Spelter Higher.—The market is stronger and higher, and the position of this metal somewhat improved. There is a heavy demand for spelter from the brass mills, but the consumption in the galvanizing trade has fallen off owing to the abnormally high price. Zinc ore is being quoted at $110 to $120 at Joplin, Mo. Spelter is higher locally, and is quoted at 22½c to 23c per pound.

Lead Very High.—The market is firm, with a heavy demand, and the "Trust" price of 6.25c New York is being firmly held, but London is slightly easier. The position of lead is a strong one, and no recession in the market is anticipated meanwhile. Lead is quoted locally at 8c to 8½c per pound.

Antimony Up.—The market is strong and higher. The spot market is practically nominal on account of the scarcity of metal available for immediate delivery. Antimony has advanced 2c, and is quoted at 45c per pound.

Aluminum Scarce.—There is no improvement in the situation, supplies still being scarce. The spot market is firmer, but quotations are unchanged at 68c per pound.

Solders.—There is only a moderate demand for solders, but prices are steady and firm. Prices are given in the current market quotation.

Galvanized Sheets Higher.—The market is very firm, and higher prices for galvanized sheets have been announced this week. There is no improvement in the situation, and less than 50 per cent. of the galvanizing plants in the States are in operation. Black sheets are higher and deliveries are getting more backward, while spelter is too high to interest the trade.

Wrought Iron Pipe.—The market is firm at the advance announced last week. The new list is given in the current market quotations. It will be noticed that there are now two price lists on account of the fact that the pipe makers have issued an Eastern list and one for Ontario. The Eastern list covers all points east of Kingston, Ont., and includes Montreal, and also the Maritime Provinces. The Ontario list applies to all

points west from Kingston to Port Arthur, Ont.

Wire Nails Firm.—The market is strong at the advance made last week to $3.15 per keg base. There is a possibility of still higher prices for wire nails, as there is no improvement in the wire rod situation. Wire rods are very scarce and high in price, and will no doubt go still higher on account of conditions in the raw material market. Cut nails are firm at $3.20 per keg base. There has been a certain amount of price-cutting on wire nails by firms who have heavy stocks of nails bought at a low figure.

Wash Boards Advance.—Owing to the high cost of zinc, prices of washboards made up partly of this metal have advanced about 60c per dozen. On this account a new and cheaper washboard has been put on the market, composed of tin plate, in place of the zinc sheet. The new washboard is made up in four lines, which are as follows:—Improved globe, $2.40; standard globe, $2.50; Neptune, $2.50, and original globe, $2.75 per dozen. A complete list of washboards with revised prices is given in the current market quotations.

Ladders, Revised List.—Makers of step and extension ladders have issued a revised list, with higher prices for some lines. Step ladders have advanced 1c per foot. The old price lists for roped extension and common extension ladders have been cancelled and a new list issued covering both lines. The old price lists for fruit picking and single ladders have also been cancelled, and a new list issued covering both lines. New prices on step ladders are shown in current quotations.

Prices on common and roped extension ladders are as follows:

Up to 32 ft.	16c per ft.
34 ft. to 44 ft.	18c per ft.
46 ft. to 60 ft.	25c per ft.
Single and Fruit Picking.	
10 ft. to 16 ft.	12c per ft.
18 ft. to 22 ft.	13c per ft.

Escutcheon Pins Advance.—Prices of round head and headless steel and brass escutcheon pins have been advanced. The new discounts for standard sizes are: steel 50 per cent., and brass pins 15 per cent.

Stove Pipe Higher.—Owing to the increase in cost of raw materials, manufacturers of stove pipes and elbows have advanced prices. The new discounts are as follows:—Stove pipe elbows, black, 35 per cent.; galvanized, 20 and 2½ per cent. Nestable stove pipe, 30 per cent.

Fire Pots and Torches.—Owing to the unprecedented heavy advance in raw materials entering into the manufacture of fire pots and torches, all quotations have been withdrawn. Manufacturers will issue new price lists as soon as possible; in the meantime prices are on application.

Scales, New Discounts.—Owing to the great increase in the cost of iron, steel, brass, nickel and all other materials entering into the construction of scales, manufacturers have been compelled to advance prices. The new discounts are 40 per cent. and 25 per cent., according to grade. The new discounts for the various lines are given in the current market quotations.

Copper Tacks and Nails Up.—Prices of copper tacks and nails included in the revised hardware tack list, issued on January 1, have been advanced $1 owing to the increase in cost of copper. Copper tacks are now quoted at $4.50, and copper nails at $4.30 per cwt.

Weighted Brushes Higher.—Prices of weighted or waxing brushes have advanced, and are now quoted as follows: 15 lbs., $14.63; 20 lbs., $16.78, and 25 lbs., $20.25 per dozen.

Wire Cloth.—Makers of black wire cloth have advanced prices. The new price, which will be announced very shortly, will probably be $1.90 per 100 feet rolls.

Stove Bolts Advance.—Another advance in stove bolts has been announced. The new discount is 75 per cent., as against 75 and 10 per cent. formerly.

Fine Wire Advances.—Prices of fine steel wire have advanced, the new discount being 15 per cent., as against 20 per cent. formerly.

Tin Plates Advance.—An advance in the price of "Alloways Best" standard quality charcoal tin plates. The new prices represent an advance of $1 per box, and are as follows:—IC, $6; IX, $7, and IXX, $8 per box base.

LONDON

LONDON, Feb. 9.—Despite the high prices prevailing on many hardware lines there is a decidedly optimistic tone to business, and the outlook for spring is very bright. Collections are good. The recent snowfalls in various parts of the country have stimulated the demand for many winter hardware lines. A number of price charges have gone into effect during the past week.

Many Price Changes.—Some lines of tapes have advanced 10 per cent. Stove bolts have advanced and the discount for flat and round head stove bolts is 75 per cent. Tire bolts are now quoted at 65 per cent. discount from standard list.

Brass hose couplings and nozzles have advanced during the week. The advances range from 10 to 20 per cent.

Leather soles and heels have advanced during the week. The new prices are 10 to 15 per cent. higher than those previously in effect.

Pointed screen wire cloth has advanced 5 cents per 100 sq. ft. Quotations for 100 sq. ft. are now $1.75 per 100 sq. ft. Rolls of 50 sq. ft. are quoted at $1.80 per 100 sq. ft.

Liquid glue in tins has advanced 10 per cent.

Some hammers and wrenches have advanced 10 per cent.

Scales both platform and for counter use have advanced 10 per cent.

A new shoe finders list, as shown in Hardware and Metal, last week is now in effect here.

Oils, Paints, etc.—White lead in oil has advanced 25 cents per 100 lbs. and quotations are now as follows:— Pure lead in oil in ton lots $11.45 per 100 lbs.; less than ton lots $11.75 per 100 lbs. Retailers have been ordering paint freely in anticipation of the proposed higher prices which are announced to become effective on March 10.

Linseed oil has declined here and the market is considerably weaker. The new prices are as follows: Raw, 1 to 2 bls., $1.02 per gal.; 3 to 5 bls., $1.01 per gal.; 6 to 9 bls., 99c per gal. Boiled linseed oil, 1 to 2 bls., $1.05 per gal.; 3 to 5 bls., $1.04 per gal.; 6 to 9 bls., $1.02 per gal.

Wire goods.—No change has taken place in wire goods since the advances noted in recent reports. Wire nails are quoted at $3.15 base. Cut nails are quoted at $3.10 per 100 lbs.

WINNIPEG

WINNIPEG, Feb. 10.—There has been a very fair amount of business received by the jobbers during the first ten days of the month, but reports from all over the West indicate that travellers are being held up on account of the snow. In some districts there has been no regular train for the last ten days or two weeks, and the only way for the travellers to make time is to drive This would seem to have its disadvantages as a traveller from one of the wholesale hardware houses advised the writer last Saturday that it had taken him five hours to cover a distance of nine miles while driving. From this it will readily be seen why the rush of orders has not yet started, and although business is very good everyone looks for a decided increase when train connections are somewhat better.

Many Price Changes

The past week has seen numerous price changes go into effect, and note is made of same below. Other lines which are likely to be affected in the near future are axes, metallic cartridges, and loaded shells. Manufacturers of the above lines advise that their stocks bought at the old figures are nearly exhausted, and it will cost from 50 to 100 per cent. more to replace them. On this account, it would appear that an increased price would be quite in order.

Canada Plates Higher

One of the most notable advances has been made in the price of Canada plates, the price to-day being 50 cents a box higher than quoted at the first of the year. This change has, of course, affected the price of stove pipes and elbows.

Canada Plate—		
Half Polished	18x21	$4.50 box
	18x24	4.50 box
	20x28	4.75 box
Full Polished	18x21	5.50 box
	18x24	5.50 box
	20x28	5.75 box
Stove Pipe—		
Patent Standard, 6"		$ 9.75 per 100 lengths
Patent Standard, 7"		10.50 per 100 lengths
Stove Pipe Elbows—		
Heavy, 6"		$1.53 doz.
Heavy, 7"		1.72 doz.
Heavy, 8"		2.55 doz.

Nails Go Higher.—A further advance in the price of wire nails has been made of 10 cents per keg. Baled ties also take in increased price of 10 cents per 100 lbs. and plain annealed wire advances 15 cents per 100 lbs. Revised prices on these items are given herewith:

	Fort William	Winnipeg
Wire Nails base	$3 35	$3 75 keg
	Per 100 lbs.	
Hay Baling Ties, 14x9½	$4 05	$4 45
Annealed Wire—		Winnipeg
No. 9	$3 85	per 100 lbs.
No. 10	3 91	"
No. 12	4 05	"
No. 14	4 25	"
No. 15	4 40	"
No. 16	4 55	"

Revised prices on all lines of pipe fittings have gone into effect, some items showing a reduction in price, and others taking a slight advance. Prices as quoted to-day indicate much better the proper selling which these lines should carry.

Batteries Advance.—Batteries show a further increase in price and prices to-day on one line No. 6 in bbl. lots is $31.75 per hundred. There is no doubt many of the retailers will remember that two years ago this line was being sold by them at 25c each.

Other lines which have been affected are given herewith.

	Each.
Tin Plates—	
I.C., 20x28, full boxes	$11.75
I.X., 20x28, full boxes	14.00
I.C., 20x33, full boxes	14.50
Anvils—	Lb.
Peter Wright	14½c
Solid Box Vises—	
45 lb. and over	15c
Bright Tinners' Wire—	Winnipeg.
0-9	$4.15 per 100 lbs.
10	4.21 "
11	4.27 "
12	4.35 "
13	4.45 "
14	4 55 "
15	4.70 "
16	4.85 "

Standard Brass Valves, discount 50%.
Screws, Flat Head Brass, discount 45%.
Screws, Round Head Brass, discount 40%.

	Less ton lots	Ton lots
White Lead, Pure	$12 35	$12 05
White Lead, Special	11 35	11 05

Pipe Goes Higher.—Another advance has taken place in the prices of galvanized and black wrought iron pipe and prevailing prices to-day are noted herewith:

	Black	Galvanized
⅜ in.	$ 3.11	$ 5.04
½ in.	3 87	5 85
¾ in.	4 59	7 20
1 in.	6 75	10 80
1¼ in.	9 18	14 40
1½ in.	10 89	17 10
2 in.	14 67	23 40

Fire Destroys the House of Commons

Canadian House of Commons Destroyed by Fire Last Week was a Magnificent Structure—Business of Canada Going on as Usual—Data Regarding Burned Building

THE Canadian House of Commons, destroyed by fire last week, was one of the finest monuments of Canadian architecture, and was admired not only by Canadians, but by travelers from all parts of the world.

The building was a picturesque landmark. Like the east and west blocks, the House of Commons, which stood in the centre of the group, was built of local sandstone, while the dressings were Ohio freestone. The building stood three stories high, and was 475 feet long. Surmounted by a crown and flagstaff, the main tower stood 160 feet in height. The building stood on a high elevation, and the old familiar crown at the head of the tower could be seen long before the traveler reached the Capital.

The architecture was of pointed Gothic style, and its massive appearance added an appropriate crown to Parliament Hill.

Under the administration of the Macdonald-Cartier administration in 1859 and the Governor-Generalship of Sir Edmund Head, the building of the House of Commons was conceived in the minds of Canada's statesmen.

The question as to where the capital should be became a vexed problem in Canadian politics. Quebec, Montreal, Kingston and Toronto each sought to have the legislators meet in these cities. The matter was finally left to the discretion of the late Queen Victoria, who decided upon Ottawa.

Work was begun on December 20, 1859, and was completed in 1866. In September of 1860 the Prince of Wales, afterwards the late King Edward VII., laid corner-stone on his Canadian visit.

On June 8, 1866, the first session of Parliament was held, thus this year would complete a half century of use.

The cost of the building was in the neighborhood of $500,000, but it was estimated, not long ago, by a large contracting firm, that to erect to-day, a building of the same proportions, similar in architecture and design, with modern interior fittings would cost in the neighborhood of $3,000,000.

Seven lives were lost owing to the rapidity with which the fire spread through the building. An investigation as to the cause of the fire is now under way. Meanwhile, the business of Canada goes on as usual. Temporary quarters have been secured in the capital city, and the representatives of the people of the Dominion are carrying on their parliamentary program, without interruption.

Canadian House of Commons, destroyed by fire last week

WEEKLY PAINT DEPARTMENT

The Sales Wrecker

One Experience in a Day's Journey Among the Small Stores in a Large City Struggling Against Odds—How the Wrecker Killed the Sales.

By NORMAN LEWIS

I WAS out visiting the other day — calling on the hardware and paint stores in a thickly populated section of one of our largest cities.

I was looking for a paint story and happened to drop into a little store off the main thoroughfare, one of a hundred in this city, a nondescript wedged in between a saloon on one side and a second-hand store on the other. The front was so, so, not exactly cluttered up but far from attractive. There was nothing to indicate the tragedy within.

Alone in the Store

I went in, wearily, primed with the motonous question, "How much for a gallon can of Smith-Jones ready mixed?" As I shut the door I saw that I was alone in the place. I gazed absently about me. Things were neat but impractical looking. What was evidently a home-made show case rather detracted from, than added to the display of brushes and dry colors in it. And there were a lot of frou-frous about, cotton trimmings, papier mache decorations and tissue paper fol de rols.

The chandelier had an Elizabethan ruff of curly green tissue paper, I began to think I was in a millinery store by mistake. However, as I looked again I decided that my first impression was unjust in its condemnation. For price cards were much in evidence, also stencilled hints on how to use varnishes and paints, briefly stated in snappy words. There were an unusual number of displays too, and the shelves, however poor they were, and however meagre their ill-assorted contents, were made the most of. It looked like a case of splendid intentions and vile execution.

I scrapped my feet impatiently and made animal noises in my throat. No one came. I performed again. Upstairs I heard a baby's fretful cry and hasty steps. There was a clatter down some stairs and a hitherto unobserved door opened and a neat looking woman, youngish despite a careworn look and some worry wrinkles bustled smartly in.

"What can I do for you, sir?" she inquired pleasantly.

A Good Sales Talk

I had the grace to feel ashamed as I asked the question, "How much for a gallon of Smith-Jones ready-mixed?"

"Three fifty, sir."

"That's high," I said.

"It's all going up and there's been another advance, sir."

"I was offered paint for three twenty-five."

"Smith-Jones?"

"No-o. But they said it was just as good."

"Oh, it can't be," she said ingratiatingly.

"Why, this paint is superior to any in the market, because——." And she laid that paint out on the table, and dissected it and showed me what made it stick. She worked it over sideways, up and down and crossways. Paint ran from her tongue in honeyed argument. She dug in with redoubled vigor when she stumbled onto a good live talking point, like some mysterious thing that was done in the grinding room to make the paint particles smaller, or larger, to hold the colors better—something that was done by no other firm of paint manufacturers but Smith-Jones.

I tried to down her arguments and only got in deeper. She twisted my own argument about on me until my own words were made her own best argument. She was like a lawyer hawk, poised and swooping down on my slightest admission and making it her meat. The woman had me mesmerized.

I didn't really want any paint. But there was no escape. She had inveigled me into stating that I did and that it was merely a case of getting the best for the money, and she had built up a cunning edifice of my own admission that proved her paint to be the candy. I was trapped and she had the paint out and was already deep in a line of superlatively superior brushes that I am quite sure I would have invested in. I saw I was going to have to buy one—I had my eye on a small camel's hair affair that I secretly decided would do for a shaving brush.

The Wrecker Blundered In

And then the wrecker blundered in. He shambled in, coatless, a clutter of soft feathers on his grimy hands, uncouth in his unlovely dishabille, in direct contrast to her wholesome neatness. He had the watery blue eye, the chinless vacuity of an indecisive nonentity. I saw her crumple up under the intrusion. Her air of bright finality in the sureness of the sale gave way to one of pained disappointment.

At the same moment I came out of my trance and got down to cases. The hypnotism stuff was off.

"Whatchawant?"

"I want some paint but I can get it cheaper than your wife asks for this," and I nodded at the redoubtable Smith-Jones. His Adam's apple fluttered in an agony of indecision. I watched it, fascinated by its piston-like smoothness.

"How much 'd she say?" he said, ignoring his helpmate.

"Three-fifty."

"Oh well, I guess mebbe we can do a little better. How much yuh think we'd ought to shade it?"

"Oh, I don't know." I grasped eagerly at this straw that promised to keep me clear of buying some paint I didn't want and a paint brush that my thrifty soul would make me put to facial use.

"Oh, Frank!" the woman cried appealingly.

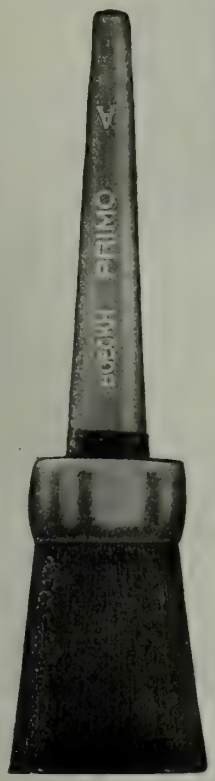
He looked distresed. The Adam's apple ceased its agitation long enough for him to say, "Three an' a quarter?"

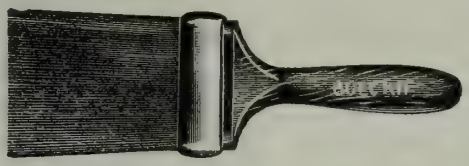
I shook my head. The woman looked at me, distress in her eves. I half turned so as not to see it. He thought I was leaving.

"Three?" he quavered. The man's utter lack of firmness was appaling, monumental.

"Why, Frank, it cost us that." And as he made no answer she slumped down on an unseen stool and fell to weeping, arms outspread on the poor show case and talking brokenly, sob-racked, ignoring my presence.

"You al-always come and spoil my sales." She raised a tear-stained face and addressed him directly, savagely: "Why don't you leave me alone. Stay





There Are No Loose Bristles In

BOECKH'S

Paint and Varnish BRUSHES

Each Brush is put through a special process that removes absolutely all short bristles that are not securely fastened into the ferrule — thereby ensuring that no worry or inconvenience will result from this nuisance so common amongst many other makes. **Boeckh's Brushes are ready for use,** and do not have to be put into a breaking-in process before they can be put in work on a good job.

BE SURE AND KEEP YOUR STOCK WELL ASSORTED

THE BOECKH BROS. COMPANY, LTD. -- TORONTO, CAN.

A Line that Makes Your Paint Dept. "Competitor Proof"

There'll be no chance for your competitors to get any of your paint customers if you sell

JAMIESON'S PURE PREPARED PAINTS AND VARNISHES

because they give satisfaction that is complete. A "Jamieson" customer is a steady one and he turns you the business of his painter friends by his recommendations.

Our proposition is ready to be mailed you. Write for it.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO.. LIMITED

out there with your chickens. Let me run the store. Why don't you have some backbone? Why are you so afraid of losing a sale? You kill every one. You wreck them. Just wreck them. We might as well sell out as to do business this way. If you're going to raise chickens, raise 'em. If you're going to run a store, run it and cut out the chickens. I can't do everything, but if I've got to," she added with feminine inconsistency, "let me do it."

She rose to her feet. "I'd make a business out of this place if you'd only let me. With your "ands" and your "ifs," and your "buts." She turned with a hopeless gesture, all her brightness gone and walked wearily to the stair door.

I projected my imagination into the vista she had opened up for me by her words. A long course of patient striving, of a sales spirit developed under the most adverse circumstances, struggling against the handicap of this human incubus.

His weak face struggled with his larynx for a smile. He gave it up. He put the cap on his edifice of salesmurder by giving me a direct and negative lead: "Then, you don't want this, mister?"

I agreed with him.

HARDWARE FIRM CONTRACTS FOR 35 CARS

(Continue dfrom page 31.)

that appeals to pocket and common sense.

Good Roads Movement Helps

The good roads movement helps the sale of motor cars. Take Brampton, for instance, good roads are now to be found in almost every direction. The road from Toronto is as pleasant to drive on as any city street. Roads like this add immensely to the comforts of motoring and the more roads there are like this the easier it becomes to sell cars and more cars will naturally be used as the highways are improved.

At the end of our first year in auto accessories we expect to be in full swing not only with accessories, but a car show room and repair shop. Simply a little aggressiveness has given us this success.

STEEL TRADE IN ITS RELATION TO FENCING

(Continued from page 37.)

and can be relied upon to accept it, but that it is to them the manufacturer looks to educate the public and the farmer consumer in the existing situation.

It is stated that fencing can only be sold at the price it is to-day because of the contracts previously referred to and the buying at old prices of present stocks of wire rods, wire and finished fence.

Based on to-day's market price it is said that the wire fence quotations would be eight cents per rod higher than they are to-day.

But back of all this is the old, old cry of price-cutting.

So the situation is this. Some concerns are selling their products at a greatly advanced price over the cost to them; some are selling on a small margin; the price as a whole, high as it is, has not kept pace with the raw material market. A higher price level is predicted by interested authorities who add that once attained, this new level will be doggedly maintained by all concerned.

CARD WRITING MADE EASY

(Continued from page 33.)

Keep the Pen Clean

Too much cannot be said about the proper care of pens. If the pen is to give satisfaction it must be kept clean. It must be washed with the same care that the brush requires. If the ink is allowed to remain on the pen it will dry and corrode, and in that condition it would not allow the ink to flow properly when next time it is in use.

Figure 1C shows a good method for keeping the pen in working order. Keep an ordinary tumbler with just enough water to cover the lower part of the pen nib. This will prevent the ink in the retainer from drying out. Change the water in the glass often. If the pen nib should become dry or corroded, remove the retainer and wash thoroughly. A light solution of lye and water will be found excellent for this purpose.

"A" shows the round writing pen and "B" shows the pen with the ink retainer drawn over it ready for use. There are eleven sizes in this style of pen. No. 1, 1½, 2 and 2½ will be found the most useful sizes, and will prove a good assortment.

ADDING STOVE DEPARTMENT

Wood, Vallance, Ltd., wholesale hardware merchants, Winnipeg, have taken over the exclusive agency for Moffatt's coal and wood ranges, stoves and heaters, for Ontario, west of Fort William, Manitoba and Saskatchewan, and are carrying a stock of these goods, as well as repairs. This new department has been placed in charge of W. E. Davison, formerly with the Moffatt Stove Co., Winnipeg. When the transfer was made early in the year, T. L. Moffatt, secretary of the Moffatt Stove Co., came to Winnipeg and addressed a gathering of Wood-Vallance travellers, posting them thoroughly on the new lines.

In addition to Mr. Davison, the firm have appointed a special stove salesman, D. S. Morris, who will call on the trade, in addition to the regular staff of travellers, thus covering the ground thoroughly.

WEEKLY PAINT MARKETS

(Continued from page 54.)

remain so owing to the heavy demand for lead.

Gasoline Strong.—Canadian crude oil advanced 5c recently, and is now quoted at $1.98; higher prices are, therefore, expected for gasoline in the near future. There is no improvement in the situation, and the scarcity will no doubt become more serious as the season advances, owing to increase in consumption. Gasoline is quoted at 28½c, and benzine at 28c per gallon.

Mixed Paints Firm.—The demand for ready-mixed paints has improved since the proposed advance in price was announced. The improvement, however, is largely confined to the country trade, where conditions are more favorable and spring bookings continue satisfactory. Buying in the city is of the hand-to-mouth order, and the aggregate is not heavy. There appears to be a possibility of the proposed advances being increased before going into effect.

Glass is Firm.—Prices are very firm, but business is quiet. Glass manufacturers in the States control the situation, and they are expected to raise their prices again. At the present cost of glass there is practically no profit for the jobbers. A scarcity of plate glass is reported.

Putty Dull.—The market is firm and trade dull. Although the cost of raw materials is high, no change in prices of putty are expected in the meantime. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

NEW INCORPORATIONS

The Manitoba Steel Foundries, Ltd., Winnipeg, has been incorporated with a capital stock of $100,000, to manufacture machinery, steel, etc.

The Pembroke Ironworks, Ltd., has been incorporated at Toronto, with a capital of $100,000, to do a general foundry and machine shop business at Pembroke, Ont.

The Perkins Glue Co. has been incorporated at Ottawa, with a capital of $40,000, to manufacture vegetable and other glues at Hamilton, Ont.

The Canadian Rock Drill Co. has been incorporated at Ottawa, with a capital of $50,000, to take over the Canadian business of the Denver Rock Drill Mfg. Co. The head office is at Toronto.

The Ontario Machine Co. has been incorporated at Ottawa, with a capital of $100,000, to carry on business as mechanical engineers, iron founders and manufacturers of munitions. The head office is at Toronto.

BLUE BARRELS

Livingston Linseed Oil Brands are Always Guaranteed

"PURE, THAT'S SURE"

Insist on getting these Brands.

THE

Dominion Linseed Oil Co.

LIMITED

BADEN — TORONTO — MONTREAL

EVERY dollar put into varnish should be regarded as an investment both from the standpoint of the dealer and the consumer.

Good varnish pays as dividend a finish that satisfies completely and lasts indefinitely, while poor or unsuitable varnish pays no dividends but soon goes bankrupt and the finish has to be done over.

Berry Brothers' varnishes and enamels are dividend paying investments. Besides the regular profit, they will pay you a dividend in satisfied customers and repeat orders.

Write for our price list and dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE - ONTARIO

(232)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb, 11.—Activity in the paint trade continues and the week has emphasised the fact that, in order to take advantage of the present low prices prior to the announced advance to go into effect on March 1st, both country and city retailer dealers are doing their spring buying earlier than usual. Also there has recently been a better tone in the industrial market with a slowly reviving demand from manufacturers of agricultural implements. The tone of the market continues strong and still further advances before the opening of another selling campaign are not improbable.

New Development. — In addition to changes covering white lead and linseed oil—another increase for the former and a reduction for the latter—a new factor has been injected into the situation by a marked upward movement of chemicals. The cost of production of chrome yellows and blues is being materially increased by this movement, while big increases in the prices prevailing for lamp black with a distinct scarcity of that material are affecting the manufacturing prices for various blacks. However, with the exception of a few items in blues, yellows and blacks, quotations to the trade on dry colors or colors in oil will generally remain steady until the first of March when it is proposed to make a general readjustment covering the higher cost of certain chemicals, etc., as well as the increased price of linseed oil.

White Lead Still Higher.—Still another advance has been made in the price of white lead in oil. This amounts to 25 cents and raises the quotation on ton lots to $11.35 with an additional 30c for smaller quantities; this basis compares with a ton quotation of $8.20 at the outbreak of the war and is an indication of the higher cost of raw materials with which the paint manufacturers have had to contend. The higher prices recently have indicated the movements of pig and dry white lead markets and, as indicated in these reports last week, the last advance was not a surprise in view of the position of raw materials. In fact reports still indicate that there is not yet a normal spread between cost and selling price and that another increase may be decided on; however, an easier feeling in the oil market may offset this tendency.

Linseed Oil Easier.—With a further reaction in the flax market, making a decline of about 12c in the past two weeks, lower prices are heard for linseed oil. The result is that there is again created an unusually wide spread as some houses are holding to the quotations given at last report. Thus while one firm makes a cut of 6 cents to $1.00 and $1.03 for raw and boiled respectively, another still holds to the basis of $1.06 and $1.09 although early adjustments are indicated. Other firms are unchanged in their prices of $1.03 and $1.06. Therefore, the range extends from $1.00 to $1.06 for raw and $1.03 to $1.09 for boiled but the bulk of the business is being done between $1.00 and $1.03 for raw and $1.03 and $1.06 for boiled. Usual allowances are made for quantity orders.

Gasoline and Benzine Firm. — The market quotations for gasoline and benzine are unchanged but continue strong with prospects of higher prices in sympathy with the American market. The demand is fair but little activity is expected at this season of the year. Quotations are as follows:

Gasoline, in barrels	29c
Gasoline, in drums	26½c
Gasoline, tank wagon	26c

Benzine 1c lower.

Glass and Putty. — The glass situation is very firm although the business passing at this season is naturally limited. Putty is steady at the following prices:

Bulk in casks	2.55
Bulk 100 lb. drums	2.75
Bulk 25 lb. drums	2.85
Bladders in bbls.	3.15

Pure putty 70c advance above these figures.

Turpentine —There is no change in the turpentine situation. Quotations heard in this market of 82c to 84c the gallon and no indication of any material movement in the immediate future.

TORONTO

TORONTO, Ont., Feb. 10.—Another advance in white lead in oil caused some excitement in the paint market, following closely on other advances of recent date. Manufacturers of white lead, however, are in a difficult position, as pig lead is high and the market firm.

The linseed oil market is steadier, and last week's quotations have been maintained.

The impending advance in ready-mixed paints has stimulated business in the country, but in the city buying is hand-to-mouth, and light stocks only are being carried. In the country careful buying is the rule, as the situation in the market is somewhat uncertain.

Linseed Oil Steady.—The market is steady at the lower level reached last week and prices are unchanged. The situation, however, contains an element of interest, as the outlook is decidedly uncertain, and it is difficult to predict what will happen during the next two months. Although there is comparatively little business doing now, an improved demand may be looked for next month; at the same time, the importation of Argentine flax seed into the States will affect the seed market in Canada. If Argentine seed eventually reaches this country the effect will be more pronounced. The market at Winnipeg is slightly weaker, but comparatively little seed is coming East.

The present price of oil is generally considered to be more nearly its value, considering conditions prevailing, and indications point to a steady market for the next few weeks. The range of prices has narrowed down considerably, although a shade lower figures are being quoted in one or two instances.

The following prices for oil are generally being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels	$1.02	$1.05 per gal.
3 to 5 barrels	1.01	1.04 per gal.
6 to 9 barrels	0.99	1.02 per gal.

Turpentine Stationary.—The market is quiet and unchanged. The market in the South is stationary, due, it is said, to the light export trade from Jacksonville. The demand is expected to improve as the season advances, and, as this will cause a depletion of stocks, higher prices for turpentine may be expected. Stocks of turpentine are light locally and business is quiet.

The following prices are being quoted for turpentine in Toronto:—1-barrel lots 87c, 2 to 4-barrel lots 86c, and 5-gallon lots 95c per Imperial gallon.

White Lead Up Again.—Another advance of 25c in white lead in oil brings the price up to $11.45 in ton lots. Although prices have reached an unusually high level, there is nothing to indicate that they will stop going up, as the pig lead market is strong, and promises to

(Continued on page 52.)

Too Late for Condensed Ad Page

WANTED

WANTED—HARDWARE CLERKS 2 TO 4 years' experience; state references, also salary desired. Mills Hardware Co., Ltd., Hamilton. (9)

WILL TAKE SET OF SECOND-HAND TINsmith tools as part payment on building lot in Brantford. Box 255, Hardware and Metal. (8)

A Canadian Campaign of Advertising

B-H "ENGLISH" PAINT

WILL be more liberally advertised than ever, throughout Canada this year, pointing paint trade to the B-H "ENGLISH" PAINT Agent, wherever he may be.

Our thoroughly organized advertising has been working out the most complete Advertising Campaign and Advertising Service we have ever had—comprising every good sort of modern advertising.

This is at the service of every B-H "English" Paint Agent.

There will be no let-up to its forcible, hammering appeal. This appeal will be made in a dozen different ways, influencing every possible paint prospect in your district.

PERMANENT PAINTED SIGNS will be shown in important large centres, and along railway lines.

FIELD SIGNS will be used more largely than ever, and in new districts.

A VERY ATTRACTIVE ADDITION to our advertising munitions is our big feature 24 SHEET POSTER (25 feet wide) in a striking, trade-compelling design; besides smaller trade attractors in the following—

Signs, Showcards and Window Trims—Newspaper Space and Free Electros—Books, Booklets, Color Schemes, Color Folders and Cards—Personal Letters to Painters and Other Prospects—Specialties and Novelties.

All these and more, at no expense whatever to B-H "English" Paint Agents.

Besides handling the best paint on the continent, you have in B-H "English" the most modernly and liberally advertised paint in Canada.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb.....65 68
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%: 90 days net.

Shot standard, 100 lbs., Toronto, $11.15, Montreal, $10.90; net extras, as follows, subject to cash discount only; Chilled, $1.50 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE

	Montreal	Toronto
Single bbls., gal...	0 28	0 28
Drums, gal.	0 25½	0 26

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 57½%.
Carriage Bolts ($1), list, 7-16 in., 42½%.
Machine Bolts, ⅜ in. dia. and smaller, 57½%.
Machine Bolts, 7-16 in. dia. and larger, 47½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 47½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 42½%.
Coach and Lag Screws, 65%.
Skein Bolts, 60%.
Square Head Blank Bolts, 50%.
Bolt Ends, 47½%.
Plow Bolts, 47½%.
Elevator Bolts, 47½%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3c off list.
Nuts, hexagon, 3¼c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75%.
Tire bolts, 65%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

	Tin Plate	Zinc
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King....	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced.	....	1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 63
Weighted, 20 lbs., per doz. 16 78
Weighted, 25 lbs., per doz. 20 25

BUTTS.

No. 804 and 840, 65%; No. 800 and 838, 60%; No. 802, 55%; No. 808, 55 and 5%; No. 810 and 814, 45 and 5%.

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 10%. Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr... 0 80 ....
Carpenter, red, gr.... 0 80 ...

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $7.85; 5-16, $6.50; ⅜, $5.75; 7-16, $5.55; ½, $5.35; 9-16, $5.35; ⅝, $5.20; ¾, $5.10; ⅞, $4.95; 1, $4.80.

Electric Weld Coil Chain—BB, 3-16 in., $10.45 per 100 lbs.; ¼ in., $7.15 per 100 lbs.; 5-16 in., $5.65 per 100 lbs.; ⅜ in., $4.60 per 100 lbs.; 7-16 in., $4.60 per 100 lbs.; ½ in., $4.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $12.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in....	41 00	40 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	44 00	43 00
Copper sheet, tinned, 14x60, 14 oz.	46 00	45 00
Copper sheet, planished, 14x60 base.	54 50	53 00
Braziers' in sheets, 6x4 base	43 00	42 00

CORD (SASH)

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.... 5 50

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 4 00
All bright, 52 sheets 5 25

	Galvanized Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 6 00
IX, 14x20 base 7 50
IXX, 14x20 base 8 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.50; 200 lbs., $9.25.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

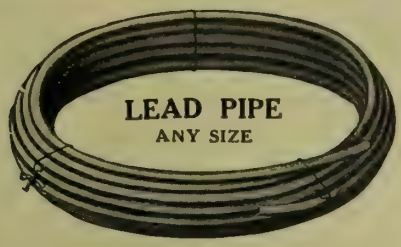
CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWWBARS 3¼ to 3½c per lb.

DRILLS

Bit Stock Drills, 65, 5%.
Wood Drills, 30%.
Straight Shank Drills, 62½%.



We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Moore's House Colors

Everything that makes for maximum service and satisfaction is put into Moore's House Colors. They are easily applied and their surface covering qualities are surprising.

The price too, is a big attraction, being comparatively low for that of good quality.

This line of paints makes it easy to increase your sales.

Your request for proposition is a step towards better paint business. Make it.

MADE IN TORONTO, CANADA

Benjamin Moore and Co., Ltd.

WEST TORONTO, CANADA

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney & Foot, Arcade ..	72½
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	72½

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 32½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 60 and 10%; plugs, 65 and 5%.

London discounts: Malleable, 30 and 5%; bushings, 65%; plugs, 60 and 5%.

FIXTURES, STALL. Doz.

Hollow and pressed steel..	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 29
Drums	0 26½
Tank wagon	0 26

Toronto.

Any quantity, in bbls......	28½
Drums, 40-gal., per gal....	25½
Tank wagon	25

Present Price:

14 and larger	4 90
12 and smaller	5 50

Another advance expected.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15

Smaller sizes extra.

HALTERS (SNAP AND RING).

	Doz.
Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs.....	0 10½

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........	0 82
Axe, No. 1 hickory, doz.....	2 04
Axe, 2nd growth, doz.......	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 65
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscilating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs......	$1 27	$1 07
5 in., doz. prs......	1 53	1 23
6 in., doz. prs......	1 67	1 27
8 in., doz. prs......	2 27	1 70
10 in., doz. prs......	4 00	2 80
12 in., doz. prs......	4 97	4 60
14 in., doz. prs......	5 67	4 93

London price figured net at 33 1-3%.

Light.		
3 in., doz. prs......	0 35	0 35
4 in., doz. prs......	0 42	0 39
5 in., doz. prs......	0 50	0 41
6 in., doz. prs......	0 60	0 53
8 in., doz. prs......	0 88	0 63
10 in., doz. prs......	1 23	0 84
12 in., doz. prs......	2 10	1 58
14 in., doz. prs......	....	1 93

Heavy tee and strap discount, 33 1-3%.

Light tee and strap discount, 65%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs...	5 50
Over r14 in., per 100 lbs....	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft......	0 11
Corrugated, ¾ in., ft......	0 14½

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 45	2 60
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	2 85
Norway iron	5 85	5 20
Mild steel	2 80	3 00
Band steel	2 80	2 85
Sleigh shoe steel...	2 80	2 60
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	2 95
Toe calk steel	3 70	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17¼
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 15%; Toronto, 10%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$11 50
72x30, 26 gauge, case lots..	12 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy....	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy....	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
34 ft. to 44 ft.	18c ft.
46 ft. to 60 ft.	25c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet. plain, per doz., $5; all brass. per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz......	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby...	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, pa'ted metal lath	0 12¾
24-gauge, pa'ted metal lath	0 14¾
23-gauge, pa'ted metal lath	0 16¾
24-gauge, galv. metal lath.	0 20¾
23-gauge, galv. metal lath.	0 22¾

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft..	10 00	10 00
Sheets, 3½ lbs. sq. ft	9 90	9 75
Sheets, 4 to 6 lbs. sq. ft.	9 75	9 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.

Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, com-Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem.	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

Have you asked us how

the big Consumer Campaign back of the

Canada Paint

trade-mark is going to directly benefit you? Ask us to-day if you hope to be "among those present" when the division of paint profits, for the season, is made.

Our far-reaching consumer selling plan will practically drive sales over your counter if you are a Canada Paint agent; if you are not, it will drive them over your competitor's counter.

It's to your own best interest to sell the C. P. "full line"—for your customers will be more than half sold when they get to your store.

If you are interested, ask us to give you the complete selling story.

Canada Paint Company, Limited

572 William St., MONTREAL

To-day is "The Day" to "Get Out and Get Under" the Profits

MALLETS

	Per doz.
Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED

	Doz
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	**3 30**
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	**5 00**
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $3.15 base; Montreal, $3.20 base; London, $3.15 base; Collingwood and Owen Sound, $3.20 base.

Cut nails — Montreal, $3.10; Toronto, $3.20; London, $3.35.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	**3 25**
No. 6, 2⅛	**3 00**
No. 7, 2 5-16	**2 85**
No. 8, 2½	2 75
No. 9, 2 11-16	**2 65**
No. 10, 2⅞	**2 55**
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs
Best (American)	12 00
U.S. Navy (American).....	11 25
New hemp (English).......	8 75
U.S. Navy (English).......	8 75
Navy (English)	6 00
Plumbers (spun)	5 50

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb..	0 30	0 33
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 11¾c lb.
Brass, light, 10c lb.
Zinc, heavy, 13½c lb.
Copper, heavy, 19c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton
Mach. compos., No. 1, 14½c lb.
Compos. turnings, No. 1, 12½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 10½
Coarse, sewer, lb.	0 08½

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll.	**0 42**
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	**0 62**
Dry Cyclone	**0 50**
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Plain fibre, No. 2	·30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 75
Asbestos Bldg.	3 25
Tarred felt	2 45
Heavy fibre, 32 ft. x 60 ft.	**2 00**
Oiled waterproof building paper, 600 sq. ft. roll	1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz......	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz......	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ and ⅜ in. .....$	2 52 $	4 23
½ in.	3 15	4 89
¾ in.	3 68	6 04
1 in.	5 44	8 93
1¼ in.	7 36	12 08
1½ in.	8 80	14 44
2 in.	11 84	19 43
2½ in.	18 72	30 71
3 in.	24 48	40 16
3½ in.	29 44	48 30
4 in.	34 88	57 23
Lapweld		
2 in.	13 32	20 91
2½ in.	19 31	31 30
3 in.	25 25	40 93
3½ in.	30 36	49 22
4 in.	35 97	58 32
4½ in.	45 72	71 76
5 in.	53 28	83 62
6 in.	69 12	108 50
7 in.	92 82	146 40
8 in.x25 lbs. per ft.	97 50	153 80
8 in.x28 lbs. per ft.	112 30	177 10
9 in.	134 60	212 20
10 in.x32 lbs. per ft.	124 80	196 80
10 in.x40 lbs. per ft.	160 70	253 40

Above prices f.o.b. Toronto.

Buttweld Size.	per 100 feet Black	Galv.
¼ in. and ⅜ in...$	2 46	$ 4 17
½ in.	3 06	4 80
¾ in.	3 57	5 92
1 in.	5 27	8 76
1¼ in.	7 13	11 85
1½ in.	8 53	14 16
2 in.	11 47	19 06
2½ in.	18 14	30 13
3 in.	23 72	39 40
3½ in.	28 52	47 38
4 in.	33 79	56 14
Lapweld.		
2 in. ....$	12 95	$ 20.54
2½ in.	18 72	30 71
3 in.	24 48	40 16
3½ in.	29 44	48 30
4 in.	34 88	57 23
4½ in.	44 45	70 49
5 in.	51 80	82 14
6 in.	67 20	106 60
7 in.	90 44	144 00
8 in.x25 lbs. p. ft.	95 00	151 30
8 in.x28 lbs. p. ft.	109 40	174 20
9 in.	131 10	208 70
10 in.x32 lbs. p. ft.	121 60	193 60
10 in.x40 lbs. p. ft.	156 60	249 30

Montreal and Eastern List.

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off. 7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths....	4 40
3 inch, in 10-ft. lengths....	5 34
4 inch, in 10-ft. lengths....	7 04
5 inch, in 10-ft. lengths....	9 63
6 inch, in 10-ft. lengths....	11 72

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 95	3 00
Heads, per 100 lbs....	3 20	3 20
Tank plates, 3-16 inch.	3 25	3 20

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH

	Doz.
O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 60%.

Copper rivets, usual proportion of burrs, net; burrs, add 20%.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ½-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING

		Per roll
Tarred felt (7-10-16 oz.)....		2 45
2 ply R.R.		0 85
3 ply R.R.		1 10
2 ply R.R., complete in roll		1 35
3 ply R.R., complete in roll		1 50
Carpet felt	2 75	3 00
Samson, 1-ply, roll		1 45
Samson, 2-ply, roll		1 90
Samson, 3-ply, roll		2 30
Ready 2-ply, Shield, per roll		0 85
Ready 3-ply, Shield, per roll		1 10
Compo Certainteed, 1 ply...		1 40
Compo certainteed, 2 ply...		1 75
Compo certainteed, 3 ply...		2 10
Liquid roofing cement, per gal., in barrels ...⅛...⅛.		0 17
Roofing caps, per lb.		0 04¼
Roofing nails, per lb.		0 05

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE

	lb.
Pure Manila basis	20
British Manila basis	16½
African hemp basis	16½
Sisal basis	13
Single lath yarn basis	12½
Double lath yarn	13
Hemp, deep sea line basis..	29
Hemp, tarred ratline basis..	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	13½
Italian rope basis	29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.........	0 26
¼ in. and larger	0 25

Sisal Clothes Line.

3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply, 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	40 p.c
Fairbanks Standard Scales.	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c.
Dominion Platform Scales.	40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $3, plus 30c $4.50, plus 50c for stamping; Champion 240-lb., $6.60, plus 50c $16.80, plus $1 for stamping; Champion 1200-lb., $19.80, plus $1 for stamping; Champion 2000-lb. $26.40, plus $1 for stamping; Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCOOPS (FURNACE)

	Doz
D Handle	$ 3 70
L Handle	3 70

SCRAPERS.

	Doz.
Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron, 35%; flat and round head, brass, 12½%; Fillister head, iron, 25%; Fillister head, brass, 5%.

SCREWS

Wood, F. H., bright			85%
Wood, R. H., bright			80%
O. H., bright, 80% off list.			
			Per cent
Wood, F. H., brass......	0 50		
Wood, R. H., brass.........			47½
Wood, F. H., bronze			45
Wood, R. H., bronze			42½
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.			$5 00
Bench iron, per doz.			4 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 50	3 60
12 gauge	3 60	3 70
14 gauge	3 35	3 45
16 gauge	3 40	3 50
18-20 gauge ...	3 55	3 50
22-24 gauge ...	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square......	12 50
20 gauge, per square......	9 75
22 gauge, per square......	8 50
24 gauge, per square......	7 15
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 20
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.90; U.S. No. 28, $6.65; U.S. No. 26, $6.40; 22 and 24 gauge, $6.15; 18 and 20-gauge, $5.95; 16-gauge, $5.35; 14-gauge $5.55.

Colborne Crown — 16-20 gauge $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

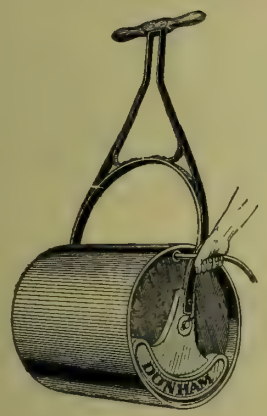
Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 40
16 gauge	5 55	5 40
18-20 gauge	5 75	5 60
22-24 gauge	5 85	5 70
26 gauge	5 95	5 70
28 gauge	6 45	6 20
10¾ ozs.	6 75	6 50

Add 25c for less than case lots

Profitable Lines for Your Spring Trade

Below we name some goods that should strongly appeal to enterprising dealers NOW. Your enquiries will be treated promptly and with painstaking care.

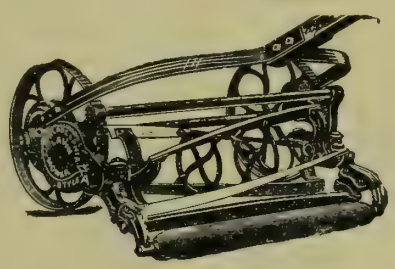
Dunham Water Weight Lawn Rollers



The Dunham Roller can be made heavy enough for firm turf or Tennis Court and light enough for the softest lawn. It can be emptied for moving or storing away. Axle revolves in hardened steel roller bearings.

Lawn Mowers and Garden Tools

From a varied line of Mowers made by famed manufacturers we name *"Pennsylvania," "Woodyatt," "Empress," "Star," "Daisy,"* other Garden requisites, Garden Hose, Hose Reels, Garden Tools, Wheel Barrows, etc.



Full Line of Horse Clippers and Clipping Machines

We are Selling Agents for

U.S. POULTRY NETTING

This wonderful interwoven fence is built so that it stretches to posts straight, even and nice, without buckling, bagging or sagging. We have full range of all sizes at present—

2" mesh from 12" to 72"
1" mesh from 12" to 48"

Write for prices and catalogue.

LAWN TENNIS REQUISITES

We carry full range of Tennis Racquets by famed makers, also Tennis Balls, Tennis Court Markers and Tapes, English-made Tennis Nets, Tennis Posts and Back-Stop Nets, etc.

Full lines of other summer sporting goods carried.

Write for particulars and prices.

RICE LEWIS & SON

TORONTO LIMITED ONTARIO

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 37 cents.

SOLDER, WIPING.
Acme 0 22½
Commercial 0 23
Easy 0 22½
Star Extra 0 24
Strictly standard wiping.. 0 24¼

SPELTER
See weekly report.

STAPLES Per cwt.

	Montreal Toronto and London
Fence staples, galv., in kegs	4 20
Fence staples, galv., 25 lb. boxes	4 45
Fence staples, bright, in kegs	3 35
Fence staples, bright, in 25-lb. boxes	3 60
Poultry netting staples, per 100 lbs., in kegs	....
Galvanized staples	15 80
Bright staples	12 25

Discount 55 and 15%. Extra for small lots.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount 80 and 20%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount 80 and 20%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount 80 and 20%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$3.80
10 in.	4.24
12 in.	5.01
15 in.	6.88
18 in.	8.80

12 cents extra for round head.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.	Montreal	Toronto
5-ply and up	....	0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.
100 ft., 1½ in. 11 55
100 ft., 2 in. 11 00
100 ft., 2¼ in. 12 10
100 ft., 2½ in. 14 15
100 ft., 3 in. 14 60
100 ft., 3½ in. 18 00
100 ft., 4 in. 23 00

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c.; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
full box, 42½%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 25%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths, 6 feet to 11 feet, discounts 5%; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.
Montreal: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65. Discount, 2½%.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17 $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 15 per cent. List of extras. In 100 lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.30; No. 14, $3.35; No. 15, $3.45; No. 14, $3.50.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls. $1.75 per 100 sq. ft.; in 50-ft. rolls, $1.80 per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt. Montreal
Barb 4 50
No. 9, coil spring 4 05
No. 9, plain galv........... 4 00
No. 12, plain galv.......... 4 15
No. 13, plain galv.......... 4 25
O. & A., No. 10............ 3 46
O. & A., No. 11............ 3 52
O. & A., No. 12............ 3 60
F.o.b. London: Barb, $3.75; No. 9, gal., $3.40; No. 12, gal., $3.55; No. 13, gal., $3.65; No. 9, coil spring, $3.45.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ¾, $7 25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 60
No. 13 .... 3 70
No. 13½ 3 75
No. 14 .... 3 85
No. 15 .... 4 05

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 58 25
Daisy No. 2 .... 63 00
Dairy No. 1 .... 57 75
Maple Leaf No. 2 .... 51 00
Maple Leaf No. 1 .... 51 00
Sun 42 00
Less 15 per cent.

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—MOP.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 30	0 27½
Part cask	0 30½	0 28

We Recommend You To Purchase Your Dry Colors NOW

Present indications suggest an early advance in prices.

Another Suggestion That We Have To Make

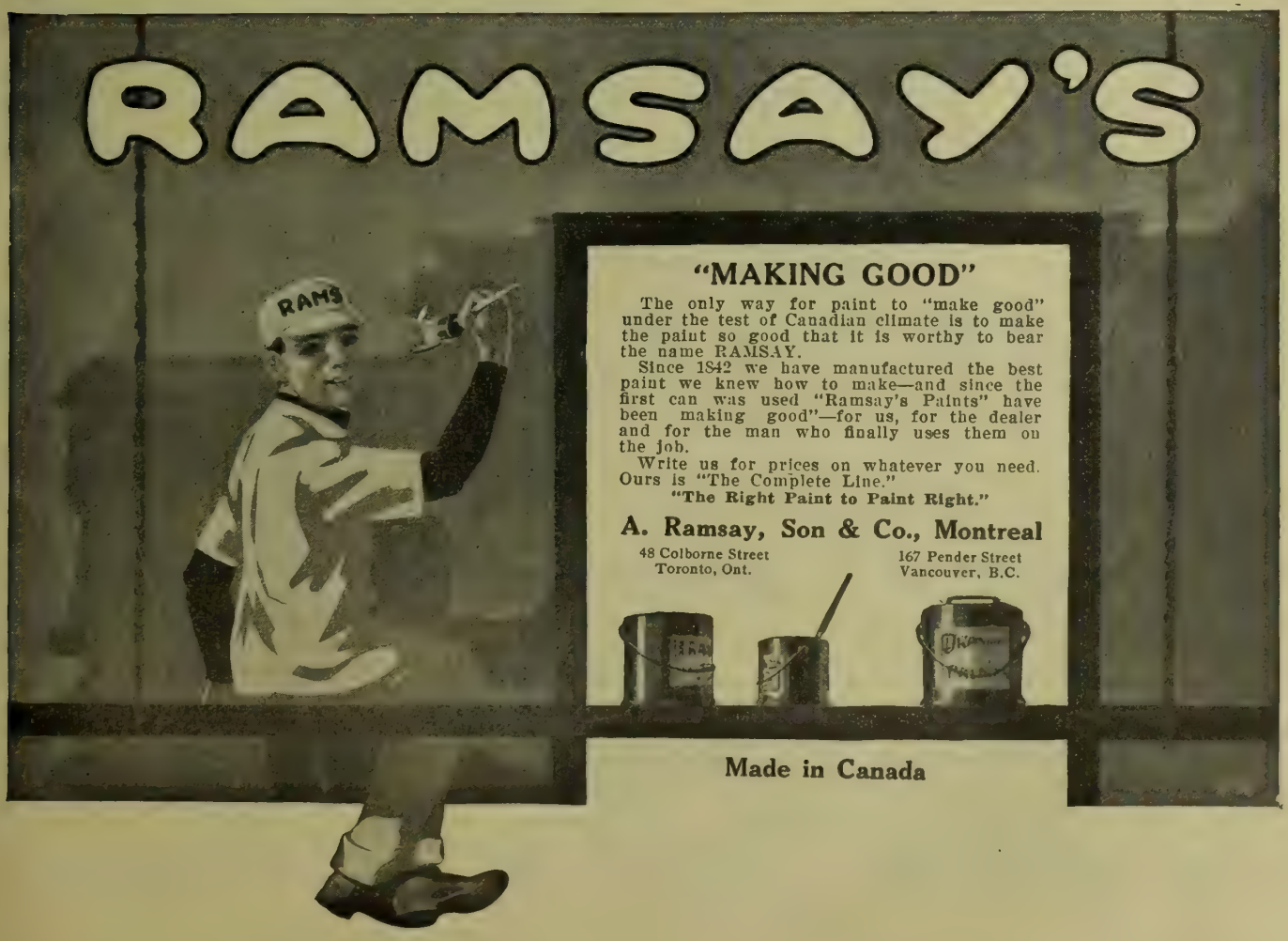
is that you buy your dry colors in Canada—they cost no more and the quality cannot be excelled.

Reds — Greens — Yellows — Blues — Paris Green

are made and sold in Canada by

The ALLAN MUNRO COLOR CO., Limited

41 BRITANNIA STREET, MONTREAL



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $14 10
Weighted, 20 lbs., doz. ... 16 89

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs.	0 09
Imp. green, 100 lb. kegs ..	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 07
Indian red, 100 lb. kegs...	0 12
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 17
Chrome yellow, pure	0 30
Golden ochre, pure	0 16
French spruce ochre, pure	0 15
Chrome green, pure	0 15
French permanent green, pure	0 20
Signwriters' black, pure...	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White...	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel..	2 00
Jas-per-lac art enamel....	2 85
Mooramel	4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

GLUE Per lb.

French medal	0 16
English common sheet ...	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags— No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
86 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 85
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots. Brandram's B.B. Genuine, $12.60 Montreal and $12.75 Toronto in less than ton lots. Ton lots less 5%.

James Genuine, $12.75 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$11 35	$11 45
C.P. Co. Decorators Pure	11 35	11 45
Crown and Anchor.	11 35	11 45
Elephant Genuine..	11 60	11 75
Green Seal	11 35	11 45
Moore's Pure White Lead	11 60	11 45
O.P.W. English....	....	11 65
O.P.W. Decorators Pure	....	11 45
Painters' Perfect...	10 85	11 00
Ramsay's Pure Lead	11 35	11 45
Ramsay's Exterior..	10 75	10 95
Tiger Pure	11 35	11 45

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ..	10 50	11 00
Genuine, 100-pound kegs, per cwt....	10 87½	11 50
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1 lb. pkgs.	$33 50	$19 00
2 lb. pkgs.	....	16 00
5 lb. pkgs.	29 50	12 00
25 lb. pkgs.	24 00	11 00
100 lb. pkgs.	22 50	9 7[illegible]
200 lb. kegs	....	9 60
300 lb. kegs	....	9 25
600 lb. casks	....	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

Per gallon (in quarts)

Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure....	2 20
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure...	2 20
Minerva	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl., London 2 25

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums..	2 85	2 95
Bladders, in bbls....	3 15	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz....... 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros....	$2 73
Water Stains, Berry Bros..	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 80
Sun Varnish Stains	2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish ...	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil ...	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing ...	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var ...	2 30
No. 1 Furniture Varnish....	1 25
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish........	2 25

WATER PAINTS.

Opalite, 300 lb. bbls......	0 12
Opalite, 100 lb. kegs......	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream 0 16½

WASTE, WHITE WIPING.

XXX Extra	0 15¼
X Grand	0 14
XLCR	0 12¾
X Empire	0 11½
X Press	0 10¼

WASTE, COLORED WIPING.

Fancy	0 10
Lion	0 09
Standard	0 08
Popular	0 07
Keen	0 06

WASTE, WOOL PACKING.

Arrow	0 20
Axle	0 14
Anvil	0 10
Anchor	0 08

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.....	0 55
Berry Bros.	0 37
Anchor	0 33
Old English	0 41
Johnsons	0 41

WHITING.

Paris white	1 25
Plain, in bbls.	1 10
Gilders, bolted, in bbls.....	1 25

Per 100 lbs.

Display
UNIVERNISH

It's good for every purpose where a varnish is required—

Indoors or outdoors, floors or woodwork, boats, carriages, automobiles or pianos.

Put up in attractive boxes of twelve quarter pints to retail at 25c each—you'll find a steady sale.

Also put up in all the regular larger sizes.

No Matter What Other Varnish You Have—Stock This

MANUFACTURED ONLY BY

The Dougall Varnish Co., Limited
Montreal

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 9 00
Shot, soft, per cwt., $11.90; chilled, $13.10; buckshot, $13.05; ball, $13.10.

ANVILS.
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 85%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
Standard, 50 and 5% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 47½%; 7-16 and larger, 32½%; machine, ⅜ and under, 47½%; 7-16 and over, 37½%; machine set screws, 65%; plough bolts, 37½%; nuts, small lots, net list; case lots, 2½½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 37½%; 7-16 and up, 32½%.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 75%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 6½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 80c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 43c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 57½%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 55%.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng........	6 75
28 Am. or 26 Eng........	6 50
26 Am. or 26 special.....	6 20
24 Am. and Eng..........	5 80
22 Am. and Eng..........	5 70
18 20 Am. and Eng.......	5 50
16 Am. and Eng..........	5 35

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE. $10.90, $11.90.

LEAD WASTE. $10.90.

LINSEED OIL
Raw, per gal., $1.11; boiled, per gal., $1.14.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans etc.

MATTOCKS.
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.35 base; Winnipeg, $3.75 base. Cut, f.o.b. Winnipeg, $3.75.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $5.04; ½, $5.85; ¾, $7.20; 1, $10.80; 1¼, $14.40; 1½, $17.10; 2, $23.40; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜, $3.11; ½, $3.87; ¾, $4.59; 1, $6.75; 1¼, $9.18; 1½, $10.89; 2, $14.67; 2½, $20.70; 3, $27; 3½, $32.40; 4, $38.70; 4½, $47.70; 5, $55.80; 6, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 50 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SCYTHES Brush, $8.50. Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 05
14-16 gauge	4 00
17-24 gauge	4 25
26 gauge	4 35
28 gauge	4 50

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat," No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.35 at Fort William; $3.75 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $4.05; 17 to 24 gauge, $4.25; 26 gauge, $4.35; 28 gauge, $4.50.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	11 75
20 x 28 I.X.	14 00
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 91c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 10c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $12.05; small lots, $12.35.

WIRE, BARB
Lyman 4-point, $3.30 f.o.b. Fort William, $3.55 Winnipeg; Glidden Cattle, 2 pt., $3.15 Fort William, $3.40 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $3.05 Fort William, $3.35 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.65; Winnipeg, $3.95; coil spring, No. 12, Fort William, $3.85; Winnipeg, $4.15; No. 9, $3.60 Fort William, $3.90 Winnipeg. Plain galvanized, No. 12, $3.80 Fort William, $4.10 Winnipeg
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.45 Winnipeg; $4.05 Fort William.
Brass snare wire, per lb., 45c

WIRE, ANNEALED
0-9, 3.85; 10, $3.91; 11, $3.97; 12, $4.05; 13, $4.15; 14, $4.25; 15, $4.40; 16, $4.55.

WIRE (STOVEPIPE)
18 and 19 gauge, 6c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE

M & S 1852

Meakins Quality

MAKES STEADY CUSTOMERS OF THE BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY THAT ASSURES EASY MANIPULATION AND THERE ARE NO FALLING BRISTLES TO AGITATE THE USER.

Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses : Winnipeg, London, Toronto, Montreal.

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

The Stableman Knows

That a broom or brush that holds its bristles saves him both time and money. But even more important is the fact that the bristles grip the dirt and fetch it all out. That is why

"KEYSTONE" HORSE and STABLE BRUSHES

are so popular. The Keystone line includes about everything that is needed in the way of horse brushes—every one is about the best that can be made.

WRITE FOR PRICES, ETC.

STEVENS-HEPNER CO., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom, Keystone brand Brooms and Brushes.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite—Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

COLLINS' STURDY SPRAYER

Latest and best compressed air sprayer. Used for spraying fruits and vegetables, for whitewashing, for cleaning autos and buggies, and as a fire extinguisher. Book your orders now for spring delivery.

THE COLLINS MFG. CO.
413-415 Symington Ave., Toronto.

RUBBER STAMPS

Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto

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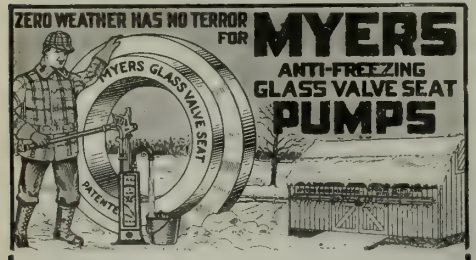
Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Kindly mention this paper when writing advertisers.

ZERO WEATHER HAS NO TERROR FOR MYERS

ANTI-FREEZING GLASS VALVE SEAT PUMPS



PUMPS FOR EVERY PURPOSE
HAY TOOLS—DOOR HANGERS
CATALOG SENT ON REQUEST
F. E. MYERS & BROTHER
ASHLAND OHIO

J. H. ASHDOWN HARDWARE CO., Ltd. Winnipeg, Calgary, and Branches
LEWIS BROS., LIMITED Montreal

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

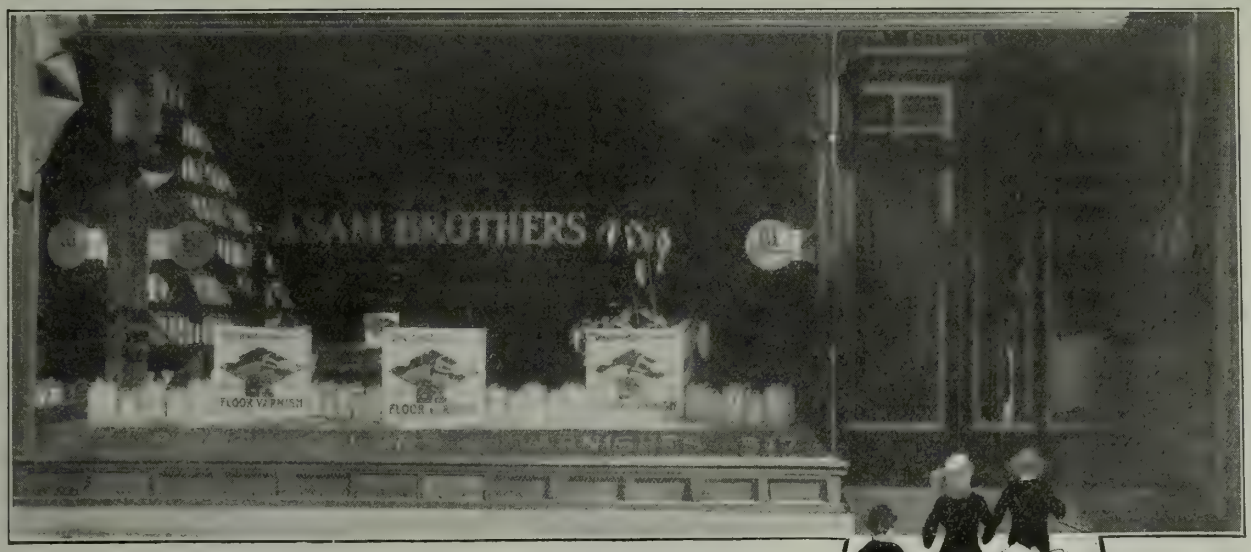
It will be to your interest to write for full particulars now.

Aylmer Pump & Scale Co., Ltd.
Aylmer, Ont., Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal



P&L Magazine Advertising Brings the Buyers to this Dealer's Store

As if they literally stepped out of the pages of the magazines right into the store, is the experience of Mr. McMullin, Manager of the Paint Department of Asam Brothers, Philadelphia. Recently he was asked by a special writer of the "Painters' Magazine and Paint and Wall Paper Dealer": "Do you really believe that all the national advertising which has been done by the manufacturers has benefited either jobbers or retailers?" Mr. McMullin replied: "Well, I'll answer that question from my experience in this store. After the Saturday Evening Post or some other large circulating medium has run an advertisement on Pratt & Lambert Vitralite, for example, *we always* notice an increased demand — were we to market a brand of our own and try to market it as a substitute for a nationally advertised product, we would have a hard time."

Make your varnish selling problem easier by handling Pratt & Lambert Varnishes, the most widely advertised line of varnishes, proven by space used and money expended for magazine advertising.

Write For Complete Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc.
24 Courtwright St.
Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

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British Aluminium Co., Toronto.
Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.
Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.
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Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.
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National Machinery & Supply Co., Ltd., Hamilton.
Bar Iron
Canadian Tube & Iron Co., Montreal.
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Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.
Bar Iron and Steel
Dominion Iron & Steel Co., Ltd., Sydney.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Steel Goods Co., Hamilton.
Cushman Motor Wks., Ltd., Winnipeg.
Barn Equipment
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.
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Landers, Frary & Clark, New Britain.
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Interstate Electric Novelty Co.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
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The Steel Co. of Canada, Ltd., Hamilton.
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Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
London Belt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Box Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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The Stanley Works, New Britain.
Box Hinges and Locks
The Stanley Works, New Britain.
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Goddell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.
Brackets, Shelf
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brakes Wks., Chatham.
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Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Bread Mixers
Landers, Frary & Clark, New Britain.
Brooms
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.
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American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
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Caverhill, Learmont & Co., Montreal.
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Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New Britain.
The L. S. Starrett Co., Athol, Mass.
Builders' Hardware
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Limited, Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
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O-Rib-O Mfg. Co., Winnipeg, Man.
Buildings, Portable
Pedlar People, Ltd., Oshawa.
Schultz Bros. Co., Ltd., Brantford, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Burlap
G. F. Stephens & Co., Winnipeg.
Burrs
Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.
Butter Workers and Boxes
Beaty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Butts
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Butts, Spring
Chicago Spring Butt Co., Chicago.
Calipers
L. S. Starrett Co., Athol, Mass.
Cans
Thos. Davidson Mfg. Co., Montreal.
Canoes
Walter Dean, Toronto.
Carriers, Manure
Beaty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.
Canada Plates
Dominion Sheet Metal Co., Hamilton.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Cartridges
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.
Casseroles
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Ceilings, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cement, Liquid
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McKinnon Chain Co., St. Catharines.
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Cummer-Dowswell, Ltd., Hamilton.
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Crescent Mfg. Co., New York, N.Y.
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Walter Woods & Co., Hamilton.
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Eureka Planter Co., Ltd., Woodstock, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
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Hamilton Cotton Co., Hamilton, Ont.
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Doust Specialty Co., Toronto.
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American Wringer Co., New York.
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Wheeler & Bain, Toronto.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
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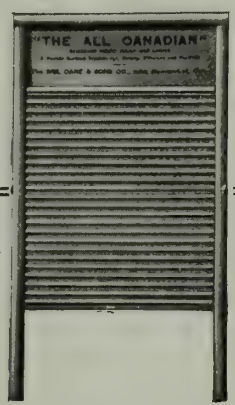

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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B. J. Coghlin, Montreal.

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

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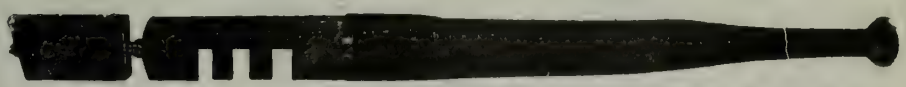

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Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

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Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

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Collins Mfg. Co., Toronto.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

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Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
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Findlay Bros., Carleton Place.

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Jonathan Crookes & Son, Sheffield, Eng.
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Carborundum Co., Niagara Falls, N.Y.
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Pratt & Whitney Co., Dundas, Ont.
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Brandram-Henderson Co., Montreal.

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The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

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Ross Rifle Co., Quebec.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.

Roofing
Bird & Son, Hamilton.
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H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.

Roofing Supplies
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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

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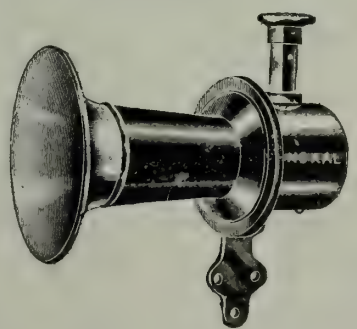

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Stratford Mfg. Co., Stratford, Ont.

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Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

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Richards-Wilcox Canadian Co., London, Ont.

Toasters.
Collins Mfg. Co., Toronto.
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Northern Electric Co., Ltd., Montreal.

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Millers Falls Co., Millers Falls, Mass.
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National Machinery & Supply Co., Ltd., Hamilton.

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The Maytag Co., Ltd., Winnipeg, Man.

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Schultz Bros. Co., Ltd., Brantford, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

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The Dennis Wire & Iron Works, London, Ont.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Roeckh Bros. Co., Toronto.
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Stevens-Hepner Co., Ltd., Port Elgin
Walter Woods & Co., Hamilton.

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Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg.

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H. S. Howland, Sons & Co., Montreal
Lewis Bros., Ltd., Montreal.

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Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.

Window Guards.
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B. Greening Wire Co., Ltd. Hamilton.
Manitoba Bridge & Iron Wks., Ltd Winnipeg, Man.

Wire.
The British Aluminium Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd. Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd Hamilton.

Wire, Iron, Steel, Brass and Copper.
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd. Sydney.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London.

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Andrews Wire Works of Canada Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.

Wire Rope.
B. Greening Wire Co., Ltd. Hamilton.

Wire Springs.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd. Hamilton.

Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Woodenware.
Roeckh Bros. Co., Toronto.
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Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing.
The Dennis Wire & Iron Works, London, Ont.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd Sydney.

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Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers.
American Wringer Co., New York, Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.
The Maytag Co., Ltd., Winnipeg.
Walter Woods & Co., Hamilton.

Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
New York, Montreal, Philadelphia, London, Eng.

Arctic **Metal**

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE
Every Pound Guaranteed.
Tallman Brass & Metal Co.
HAMILTON, ONT.

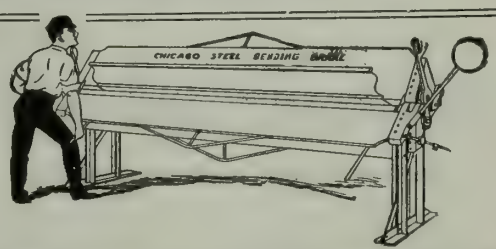
ENGLISH
GROUND HIDE GLUE
"DREADNOUGHT BRAND"
Write for Sample and Price.
DREADNOUGHT BRAND
BRITISH PAINT SPECIALTIES
W.B. BATE & COMPANY
TORONTO
Fine Colors, Varnishes, Japans, Dryers.
Shellacs, Enamels, Glues, etc.
W. B. Bate & Co., 134 Victoria St., Toronto, Ont.

PEERLESS ORNAMENTAL FENCING
It's Made of Heavy Open Hearth Steel Wire
with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.
You can sell our fence with a clear conscience and make money, too.
Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man.
Hamilton, Ontario

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

BIG
RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in the U. S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

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CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

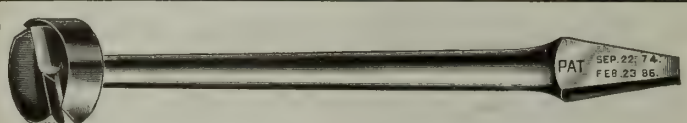
BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

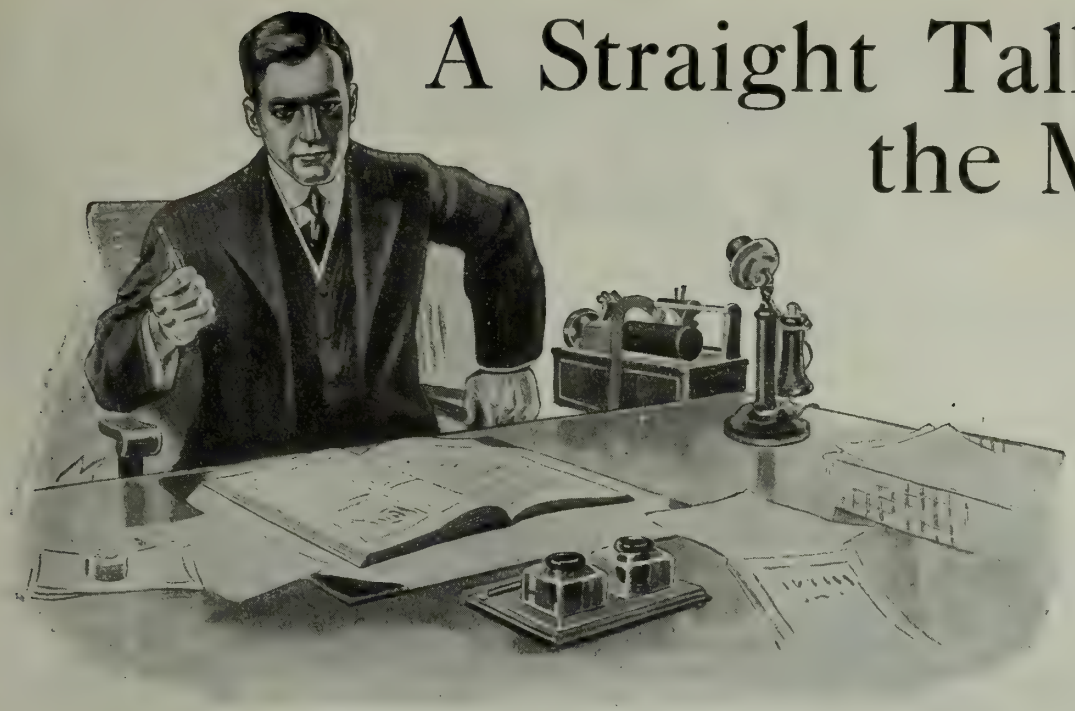


THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

A Straight Talk From the Manager



Look Into This Motor Accessory Question Now!

For a long time you have realized that "hardware" and "auto accessories" are synonymous terms, and you have been promising yourself that you would "go into" auto accessories soon.

The time has now come for you to take action. Even those motorists who put up their cars for the Winter will soon be bringing them out and buying a new list of accessories to bring their beloved possessions up to the minute.

There is much for you to learn before you can conduct an auto accessory department in such a way as to secure the maximum results.

Right now, before you have a chance to think of anything else, turn to the tinted pages in the front of this issue and study the advertisements of auto accessories and sporting goods. Then write the firms whose advertisements interest you, and ask them to tell you how you can make money in selling their specialties.

Where is your pen and letter pad?

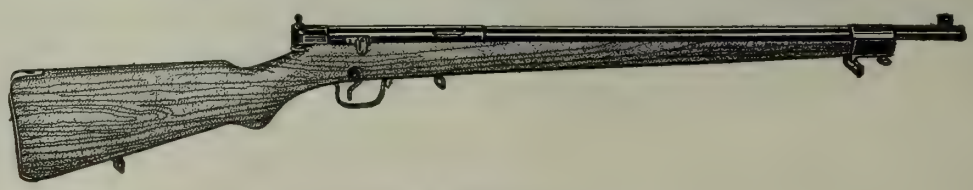
J. G. L.

The Ross Sporting Rifle is the Choice of Big Game Hunters

Every day we receive letters praising the accuracy and low trajectory of our .280 High Velocity Rifle and the tremendous shocking and destructive power of the Ross .280 Copper Tube expanding bullet (Patented). Sportsmen are learning that this is the best equipment to take when after big game and that it greatly increases the chances of success.

The Ross .303 Sporting Models also give excellent results. Accuracy, reliability and power, combined with low price, have earned them many friends.

There is an ever-growing demand for Ross .22 Cadet Rifles which are extensively used for musketry training purposes. Their accuracy, the low price of the ammunition and the fact that they are the official arm for Canadian Cadet Corps, combine to steadily enlarge their field.



For catalogue, discounts, etc., address

ROSS RIFLE COMPANY - Quebec

ATKINS' PRUNING SAWS

Just one of our Specialties—but a big one. We make over twenty styles of Pruning Saws. That's how thorough we are.

The Profitable Saw Line

Highest quality. Original designs. Exclusive advantages that make ATKINS' SAWS worth more to the lover of fine tools and pay you a better profit.

Write to-day for our complete book on Saws. Mention catalog "H.M." and be sure to get the right one.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

GALVANIZED and BLACK STEEL SHEETS

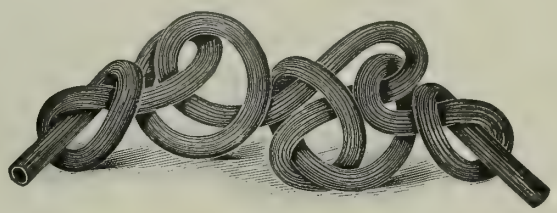
Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

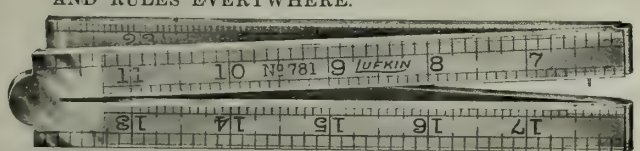
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

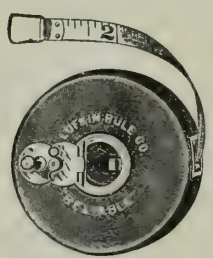
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.

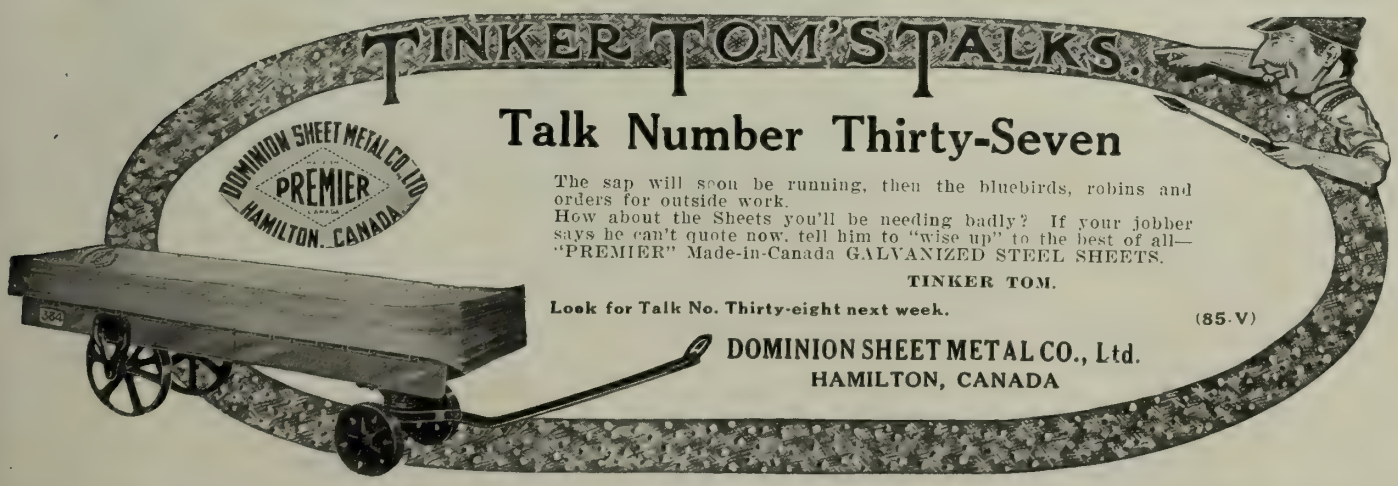




Measuring Tapes — Boxwood Rules — Spring Joint Rules
A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk Number Thirty-Seven

The sap will soon be running, then the bluebirds, robins and orders for outside work.
How about the Sheets you'll be needing badly? If your jobber says he can't quote now, tell him to "wise up" to the best of all—"PREMIER" Made-in-Canada GALVANIZED STEEL SHEETS.

TINKER TOM.

Look for Talk No. Thirty-eight next week.

(85-V)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

FLASHLIGHTS

FRANCO
TRADE MARK

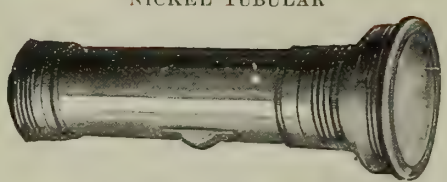
Hand Lanterns

Miniature Incandescent Lamps of Every Description

Radio Batteries

Electric Bicycle and Motorcycle Lanterns

NICKEL TUBULAR



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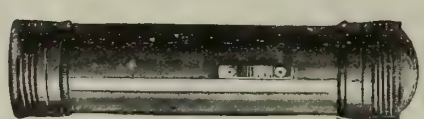

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Made in various other sizes and designs.

Radio Batteries for Flashlights and Hand Lanterns.

Long Life in use and on shelf.

RADIO BATTERIES ARE STANDARD

Awarded Gold Medal San Francisco Exposition, 1915

1009 1028 1040

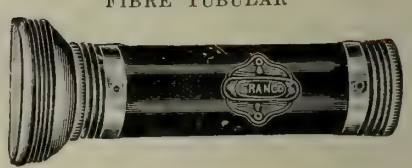
Trouble Lights

Automobile Sockets and Connectors

Radio Lamps

Electric Carriage Lanterns

FIBRE TUBULAR



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Made in various other sizes and designs.

Franco Flashlights are made in various sizes, styles and finishes to suit every purpose. Fitted with Radio Lamp and Radio Battery they excel all others.

FRANCO FLASHLIGHTS ARE STANDARD

Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, ONT.

The Most Progressive Flashlight Manufacturers in the Dominion.

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 February 19
No. 8 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

MADE IN
PREMIER
CANADA

The Only Galvanized Sheets Made in Canada—and The Best Made Anywhere.

We quote below from a letter recently sent by a prominent (but unwise) Canadian Jobber to a retail dealer:—

> "On account of our own stock of Sheets being exhausted, and the Mills sold up in full to July next, we cannot quote you for Spring delivery."

A most humiliating confession that the Jobber hadn't bought "PREMIER" Made-in-Canada SHEETS.

You may need few sheets now, but how about APRIL, MAY, JUNE and the BUSY SEASON?

If your Jobber is a "Dead One," write us—we have a list of live ones.

Don't lose the good trade, the profits and the prestige, but buy "PREMIER" now.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

88-V

Big Ben
Baby Ben

The Business Getters

BIG BEN and Baby Ben have so much confidence in their ability to make good for you that they go right into the homes of your customers and solicit business.

While other clocks are lying 'round the shelves or under the counter waiting for *you* to sell them, Big Ben and Baby Ben are out plugging for your business and creating a demand for themselves. They do this through the advertising pages of magazines with national circulation.

It took more than mere nerve to step into the advertising limelight and talk to the public about these clocks—it took absolute belief in the clocks themselves and their ability to satisfy the trade, for every advertisement that appears is a personal endorsement by the Western Clock Co. of the quality of the goods and a guarantee of their excellence.

Advertising *might* sell a poor clock for a year or so—till the public got onto it—but to *keep on* advertising for five years, increasing the sales each year, 90% of them repeat orders, takes a first quality clock to back up the advertising.

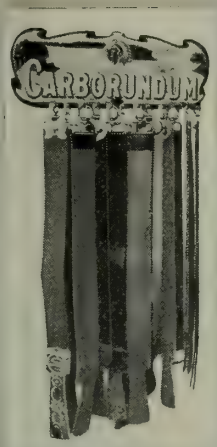
Big Ben also contributes to your window and counter displays. He brings neat, interesting show cards and handsome, colored posters to liven up the windows and store and incidentally sell more clocks. He's working on some new stuff that you'll like.

This is to be Big Ben's biggest year. We are having difficulty supplying them fast enough. Right now we are five weeks behind on deliveries, so anticipate your needs.

Western Clock Co.

La Salle, Ill., U. S. A. Makers of *Westclox*
Toronto Office, 29 Manchester Bldg.

Are You Using This Carborundum Sales Help?



WHY not let this Carborundum Razor Strop Display Hanger become your salesman? Hang it in your display window and watch your razor strop sales increase. The hanger is beautifully lithographed in eight colors and has twelve hooks from which to display razor strops. This display rack is furnished free to any dealer with the purchase of any assortment of twelve strops.

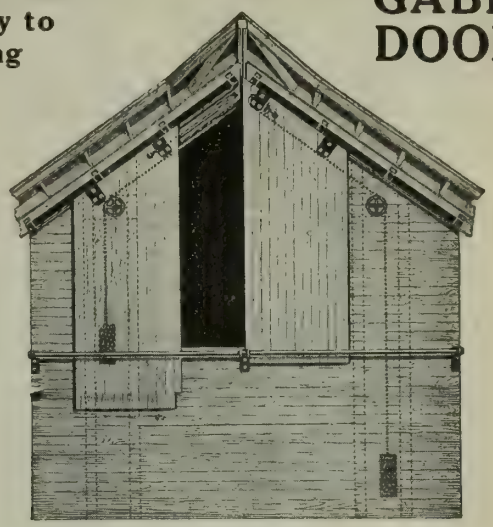
In taking your inventory, be sure that you have a good supply of Carborundum razor strops. Made from soft, velvety horsehide. The finest Carborundum powder is rolled into the corrugated side, thus giving both a sharpening and finishing strop.

Ask about our other free display offers

THE CARBORUNDUM COMPANY
Niagara Falls, N. Y.

The Best Way to Hang

GABLE DOORS



No. 278 Gable Door Fixtures

JUMP-PROOF, STORM-PROOF, BIRD-PROOF

Show this to the next farmer who comes into the store and hear what he says!

MATERIAL REQUIRED

2 Lengths No. 31 Trolley Track
4 Center Brackets
4 End Brackets
4 278a Cable Pulleys
2 Pair No. 20 or 21 Hangers
1 Bottom Guard, with 1 Center and 2 End Brackets
Cable—Weights.

"A HANGER FOR ANY DOOR THAT SLIDES."

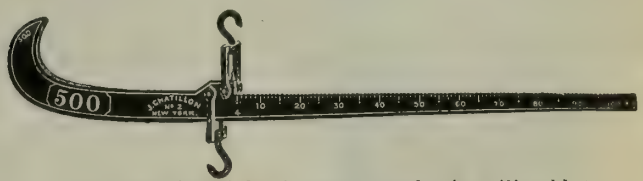
Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A.

CHATILLON SCALES

have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Only the best materials for their particular purposes are used throughout. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.



This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's profitable.

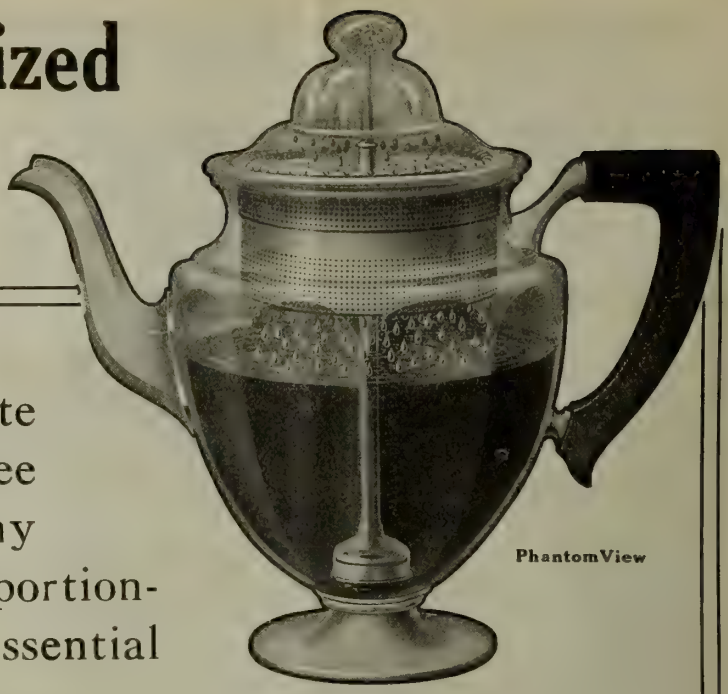
Write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

Universally Recognized As Leaders



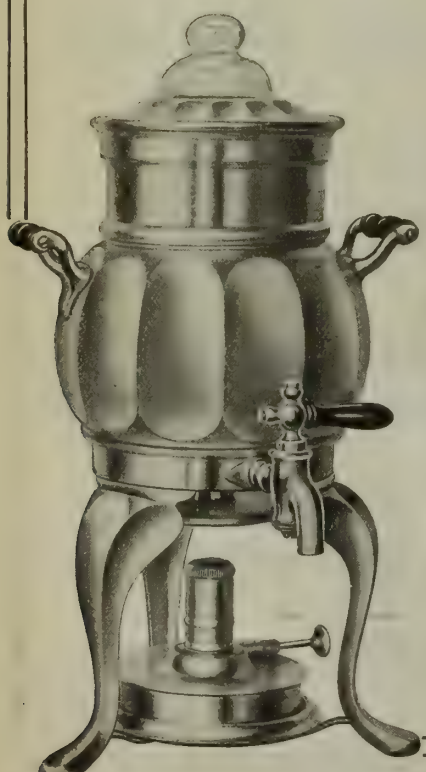
Universal Percolators circulate the water through the coffee six to ten times more than any other make extracting a proportionately greater amount of essential goodness and satisfying flavor.

They are economical in the amount of coffee used and in the time it takes to prepare it.

UNIVERSAL

"UNIVERSAL" Coffee Percolators

UNIVERSAL



The full line is very complete and includes a sufficient variety of sizes and patterns to meet the requirements of every purse as well as the preference of the individual.

The superior points of Universal Percolators are everywhere known due to the extensive advertising campaign carried on in leading publications.

Not only are your interests continually being pushed in this way, but we stand ready to furnish you with a complete line of newspaper ads., lantern slides, booklets, show cards and general advertising material.

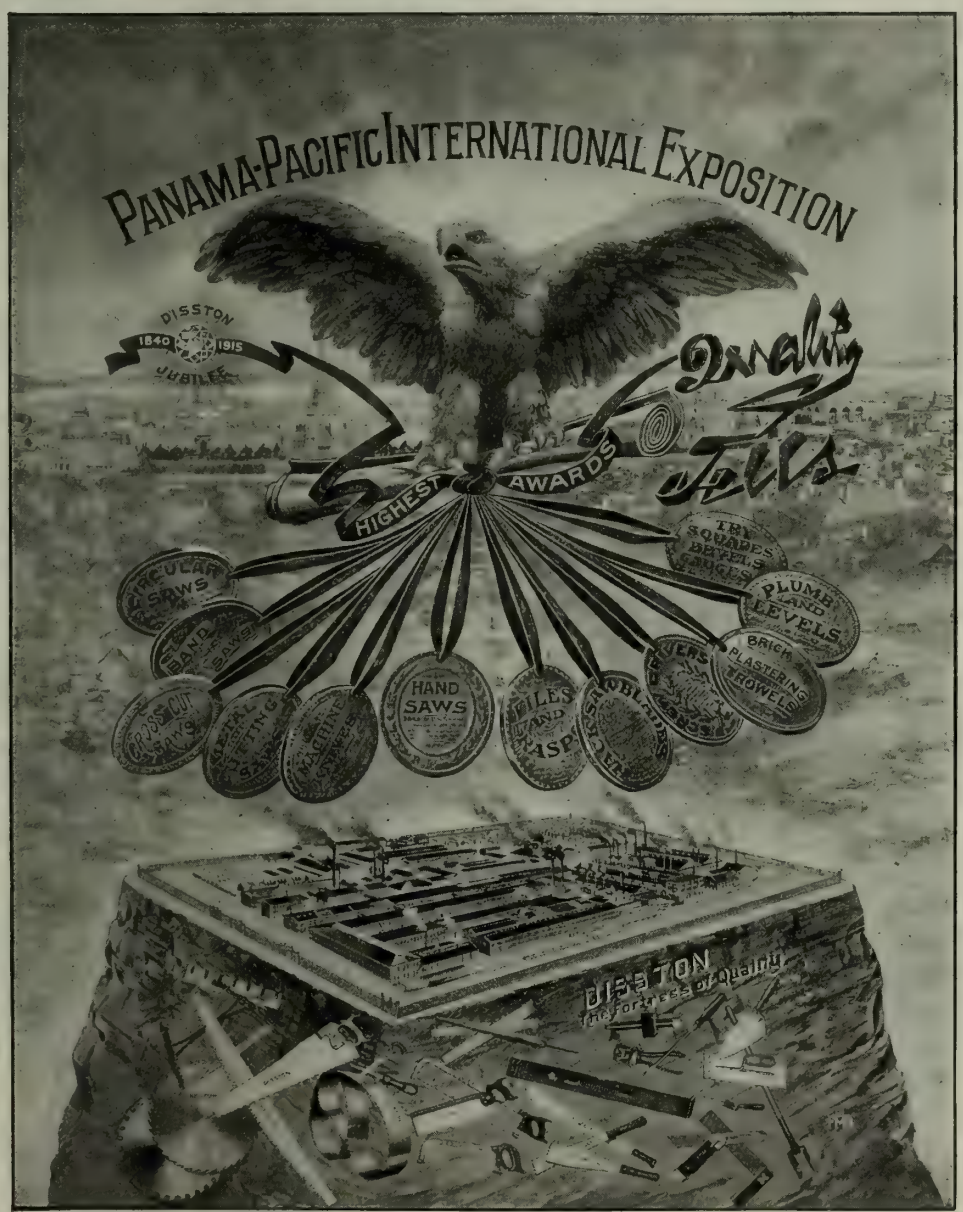
For prices write your jobber or direct to us.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

Canadian Representatives: A. MACFARLANE & CO., MONTREAL

We are headquarters for Disston's Saws, Tools and Files



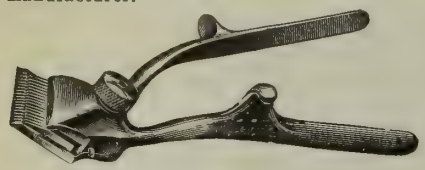
LEWIS BROS. LIMITED

MONTREAL

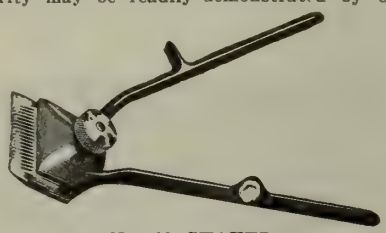
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

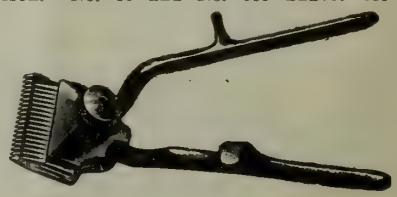
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



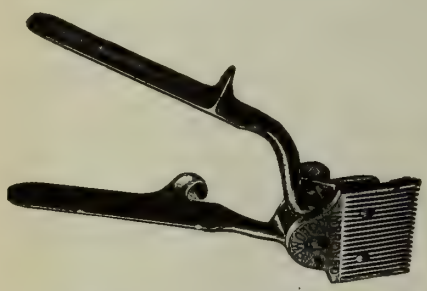
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



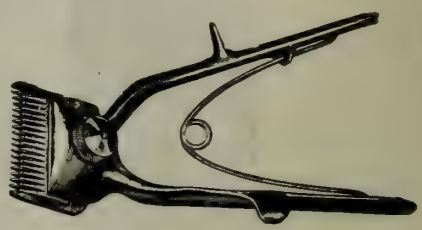
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

FLY SCREEN WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

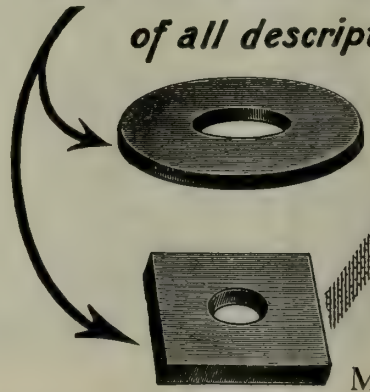
SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.
We make a complete line.
Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVE
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Wrought and Steel Plate WASHERS
of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

The Only Truly satisfactory clipping machine ever offered at the price

The Stewart Ball Bearing Machine

The Stewart Ball Bearing Machine

Retails in Canada at **$9.25**

This is pre-eminently a ***quality*** machine. It sells readily, always pleases and helps dealers to gain and maintain a reputation for handling goods of sterling worth.

This machine can be made to clip horses, mules and cows without change.

IT IS THE PROFITABLE MACHINE
FOR DEALERS IN EVERY SENSE.

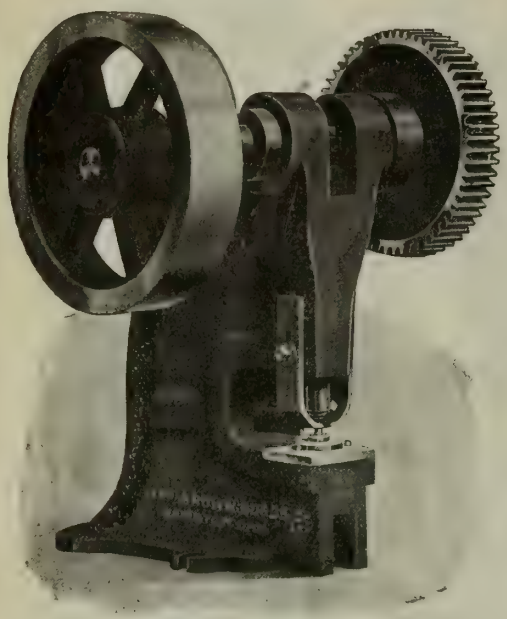
It is the most widely advertised to the user and sells best of all clipping machines. Keep your stock up from now to May. ***All jobbers have it.***

Stewart Ball Bearing Machine in Operation

Write for New Catalogue and supply of Dealer's Helps.

Chicago Flexible Shaft Company
250 Ontario Street, Chicago

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¾ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

10,000 Hardware Men Sell These Files—Do You?

If not, then it will be to your advantage to do so. No other files give such satisfaction to users and no other files yield so fair a percentage of profit to dealers as these files:

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE GLOBE
(Made in Canada)

Then, too, our national advertising campaign, educating factory superintendents, workmen and large employers of labor to throw away files when they reach their "inefficient point," has greatly increased the demand for our files. Dealers carrying these lines are doing a bigger business than ever before as a result of this advertising.

If you stock and push these lines you will sell two files in future for every one you sell now.

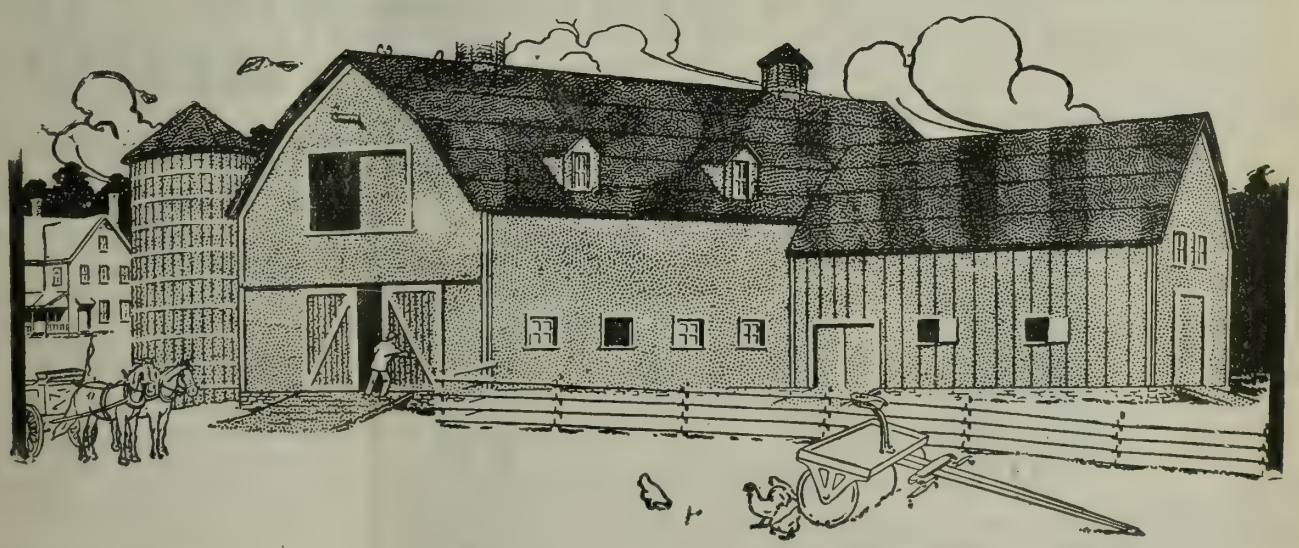
NICHOLSON FILE COMPANY Port Hope, Ontario
(JOBBERS EVERYWHERE)

SAMSON ROOFING

The best that high grade materials and expert roofing making can produce.

1, 2 and 3 PLY.

FULLY GUARANTEED.



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H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

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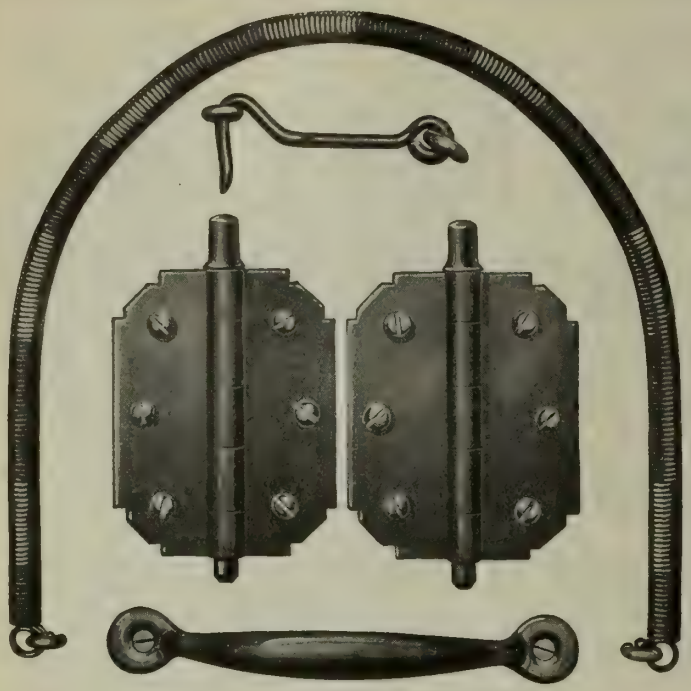

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Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

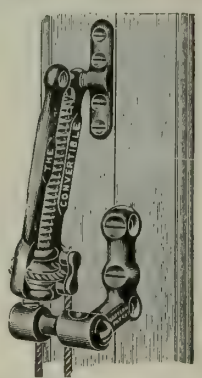
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw ... 4/
½ screw.... 6/6
1795 Brass
⅜ screw.... 5/6
½ screw.... 8/6
1797 Gun Metal
⅜ screw.... 6/6
½ screw.... 10/6
each.

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

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HERCULES

SHELF LOCK

STRATFORD LADDERS

Are a Trade-Satisfying Line

The **HERCULES** is made right in every particular. The wide top, sides, steps, and all stock entering into it is carefully selected from the finest material. **It is the most perfect ladder made.**

All iron and steel parts are finished in aluminum, which, with the clear bright woods, makes this pattern one of the most attractive and most easy sellers on the market. The combination of strength, safety, durability and attractiveness is unexcelled.

The **"SHELF LOCK"** is the lowest price step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The Lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf. Write for catalog.

The Easy Ladders to Sell

The Stratford Mfg. Co., Ltd.
STRATFORD, CANADA

"TIGER" BRAND WHITE LEAD

THE LEAD WITH THE SPREAD

A chemically pure White Lead, ground in Refined Linseed Oil

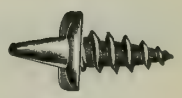
Packed in 12½, 25, 50 and 100-lb. Irons.

500-lb. Hardware Kegs.

HIGH GRADE PUTTY

No. 4

No. 00



No. 7

No. 5

LUMBERMEN'S CASE-HARDENED WING BOOT CALKS

No. 8

These Calks are made especially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

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THE STEEL COMPANY OF CANADA LIMITED

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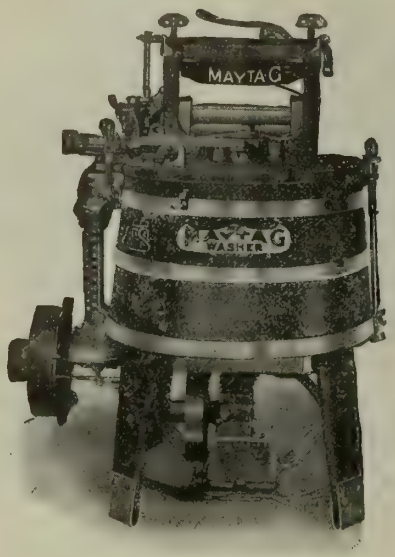
The Maytag Multi-Motor Washer

Announcement Extraordinary!



What the Maytag Multi-Motor Washer Will Do.

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

In short, Mr. Dealer, what has hitherto been considered impossible in washing machine manufacture has been achieved in the Maytag Multi-Motor Washer.

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The Maytag Multi-Motor Washer is breaking all sales records for us, so it MUST be selling fast for our dealers.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

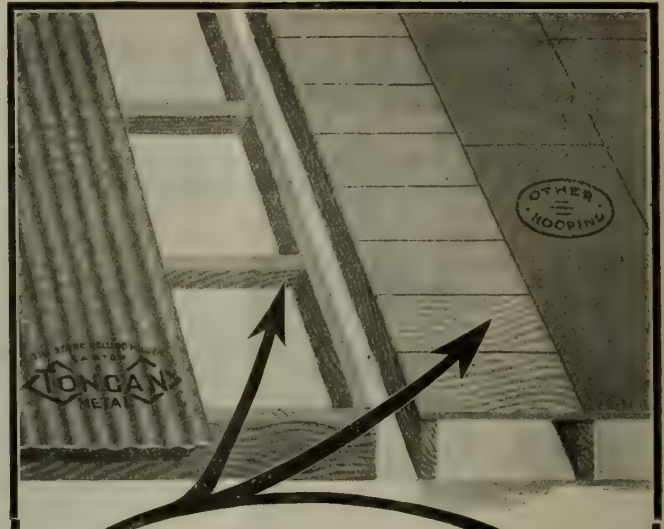
Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.

WINNIPEG, MAN.



Note the difference

Here is a saving in material and labor cost which is usually overlooked

Note that Corrugated Toncan Metal Roofing can be fastened directly to the rafters or purlins (wood or iron), while for most other roofings tight board sheathing must be laid over the rafters first; then the Roofing is applied to the sheathing.

This means a great saving to your customers in lumber, cost of superstructure and labor cost.

Besides

TONCAN METAL

ROOFING, SIDING AND ACCESSORIES

Resist Rust and Corrosion

Years of service have proved Toncan Metal's ability to withstand the most severe corrosive influences better than any other sheet metal made from iron ore.

And Toncan Metal's fire-proof, lightning-proof and weatherproof properties, together with its very moderate cost, means true economy to the user.

Can you see how you can gain friends and increased business by recommending Toncan Metal to your trade?

Write for "Corrosion—The Cause—The Effect—The Remedy."

The Pedlar People Ltd.

Oshawa, Ont.

Canadian Distributors:

The Stark Rolling Mill Co., Canton, Ohio

SOLE MAKERS

Canadian Wm. A. Rogers, Limited

Silversmiths and Manufacturers of Electro Silver Plate.

Trophies

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Prize Cups

And DESIGNS suitable for Athletic Competitions in Electro Silver Plate and Sterling Silver are illustrated in Catalogue No. 26.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

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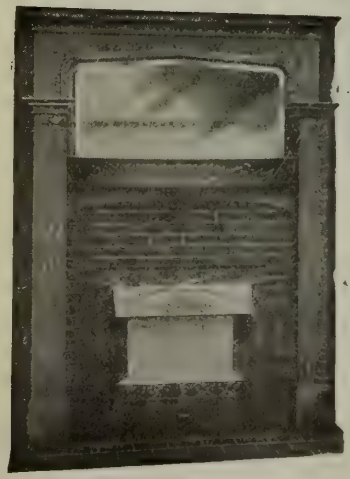
Milbury, Mass., U.S.A.



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This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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9 and 11 Pitt St. East, Windsor, Ont.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

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"METALLIC" CEILINGS

There is big money in metal ceiling work if you use the right material. "METALLIC" CEILINGS always LAY right because they are MADE right. No gaping joints or "skew" lines. They make a quick, good, satisfactory-to-everybody job. Patterns are snappy and up-to-date. Get our catalogue and price-list.

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CELEBRATED I·XL RAZORS

Manufactured by

GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

Every razor fully guaranteed. The grinding, etching and finish, is all that the highest grade of workmen can obtain.

All leading Jobbing houses carry a full range of these lines, in all sizes and styles.

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A. MACFARLANE & COMPANY, Montreal, Canadian Representatives.

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GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order, Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

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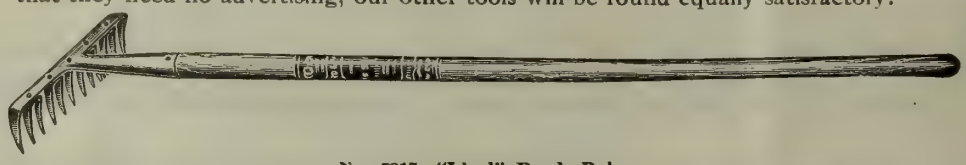

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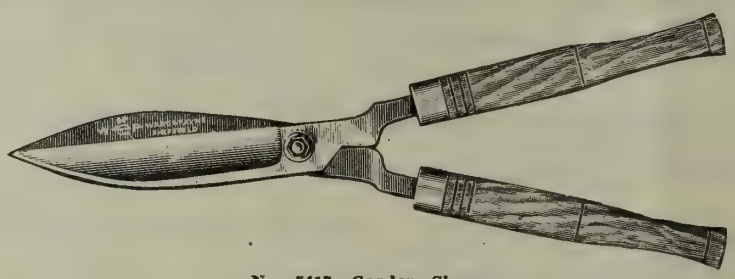

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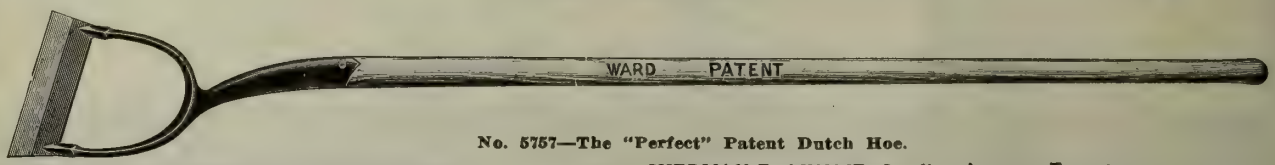

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WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

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Everybody Needs FRANCO Flashlights

The demand is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.

FRANCO Flashlights

are definitely guaranteed Exclusive patented features—fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker and give more brilliant light than any flashlight battery made. **Catalogue mailed on request.**

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220 KING STREET WEST, TORONTO, ONT.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

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One Inch Micrometer

Yankee No. 650

Without Ratchet Stop $4.00
With Ratchet Stop $4.50

Leather Case
65 Cents Extra

THIS new Starrett Micrometer in every respect of quality and accuracy is up to the standard so rigidly maintained in all

Starrett Tools

The price is the lowest of all Starrett Micrometers. For the workman who seldom uses the decimal equivalents the Yankee meets every requirement.

Every mechanic, every apprentice, will want this high grade Starrett Micrometer which sells at a very low price. Dealers should anticipate this demand.

We deal direct with hardware stores. Write for circular describing the Yankee Micrometer, and **Complete Catalog No. 20-MA prices and terms.**

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"The World's Greatest Tool Makers"

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A Man's RAZOR

A Safe RAZOR

Canadian Agents:
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Just the thing for the Traveller, No Blade Expense, Guaranteed for Life
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Clothes Wringers
Every Kind for Every Need

Hardwood Frames
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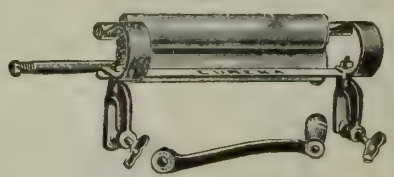
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere



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HAMILTON - - ONT.
SOLD EVERYWHERE

Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

"HENDRYX" BREEDING CAGES
A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 88 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

THE ANDREW B. HENDRYX COMPANY, New Haven, Conn.

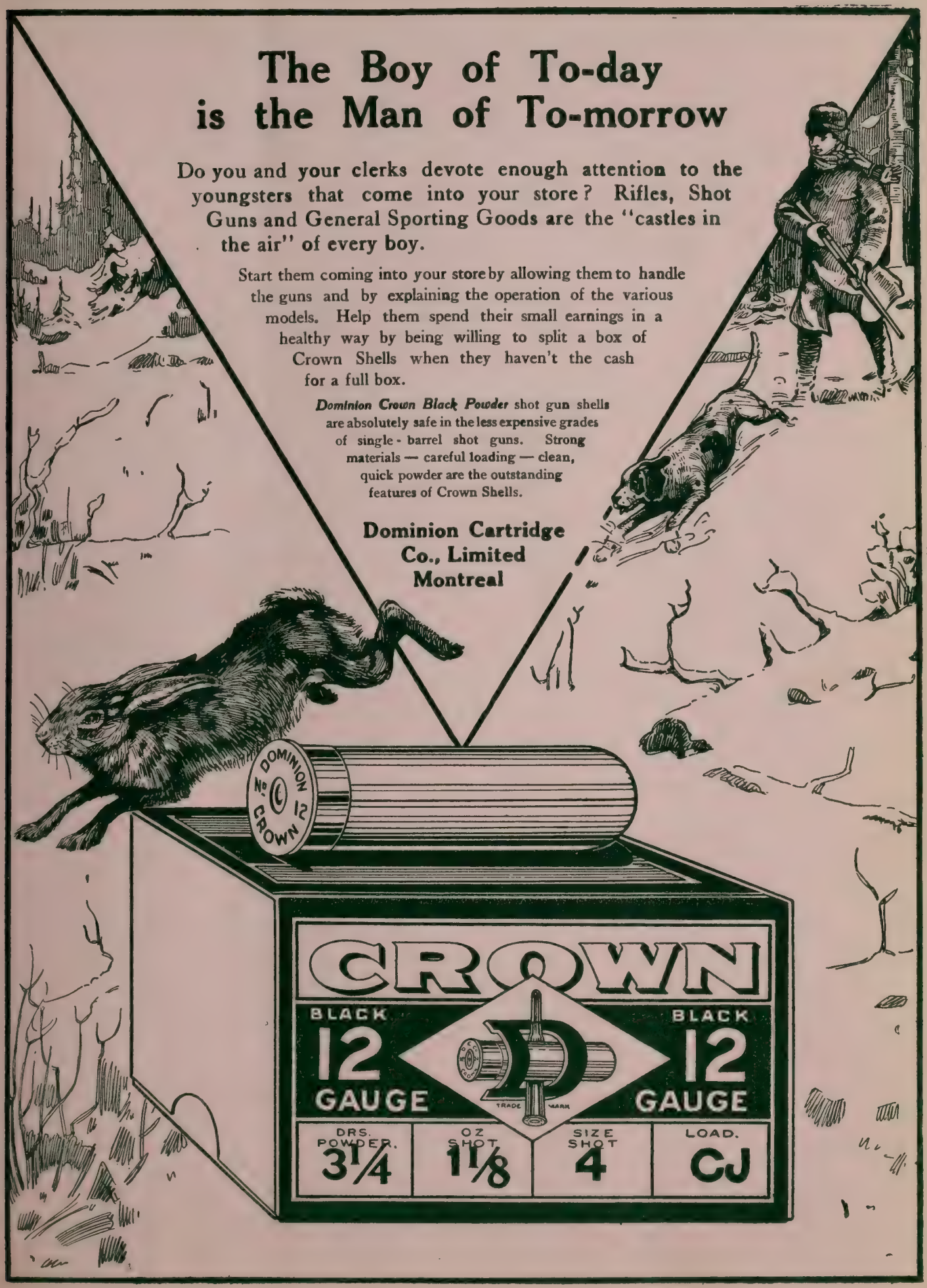
The Boy of To-day is the Man of To-morrow

Do you and your clerks devote enough attention to the youngsters that come into your store? Rifles, Shot Guns and General Sporting Goods are the "castles in the air" of every boy.

Start them coming into your store by allowing them to handle the guns and by explaining the operation of the various models. Help them spend their small earnings in a healthy way by being willing to split a box of Crown Shells when they haven't the cash for a full box.

Dominion Crown Black Powder shot gun shells are absolutely safe in the less expensive grades of single-barrel shot guns. Strong materials — careful loading — clean, quick powder are the outstanding features of Crown Shells.

Dominion Cartridge Co., Limited Montreal



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For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

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The G.G.G.
Hame Fastener

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

The Imperial Mfg. Company
Welland, Ontario

HELLER-ALLER TANK HEATER

the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.

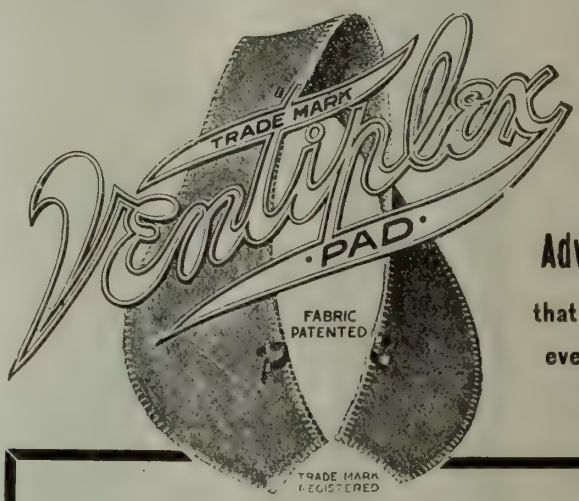
The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

Will burn any kind of fuel and with proper care will last a lifetime.

One farmer customer will lead to many others. Drop a line for full details.

"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods

The Heller-Aller Company
WINDSOR, ONTARIO



Advantages

that appeal to every horse-owner

When you sell a horse-owner Ventiplex goods you sow the seeds for more business, because Ventiplex Housings—Sweat Pads—and Saddle Blankets will give your customer the satisfaction that creates confidence in the goods you sell.

The use of Ventiplex goods will absolutely prevent gall sores. Easily washed, and will retain their shape.

Place your order to-day.
There's a splendid profit.

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Headquarters for High Carbon
Bale-Ties and Baling Wire

Also Manufacturers of **NAILS and WIRE all Kinds**

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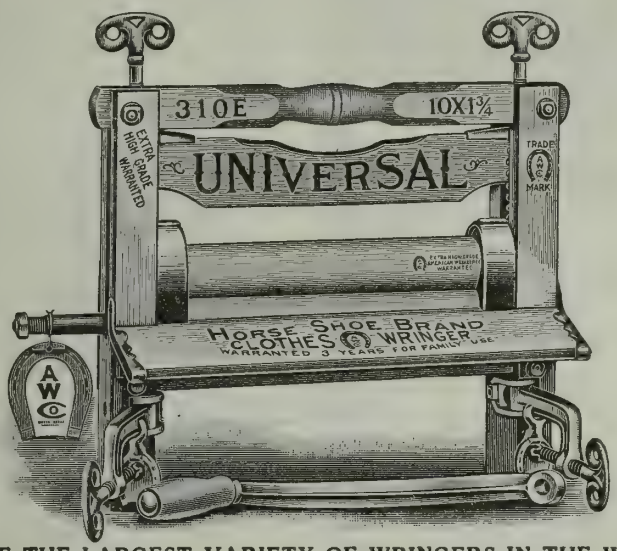

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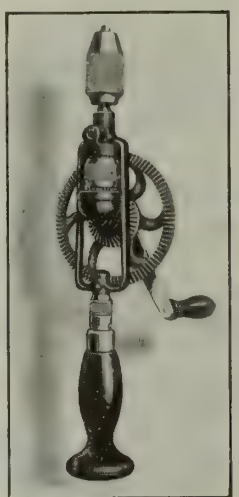

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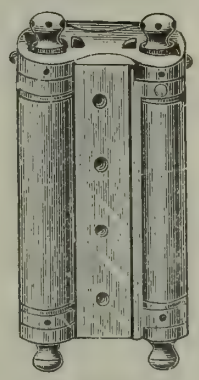

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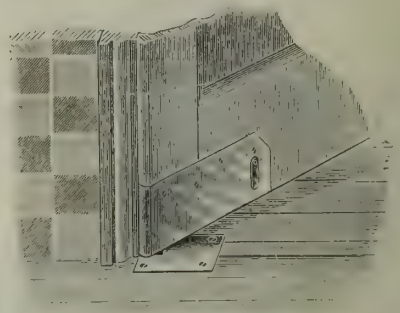

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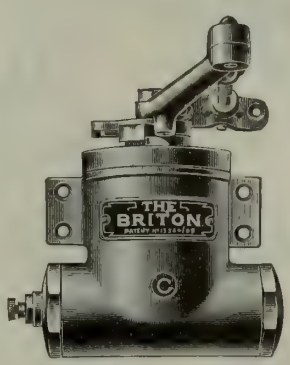

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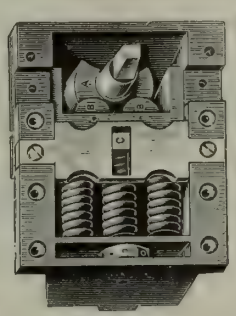

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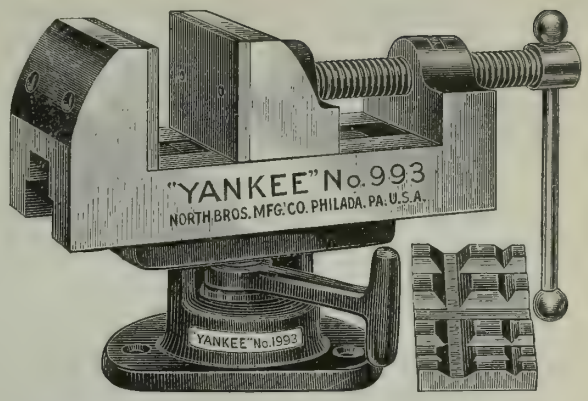

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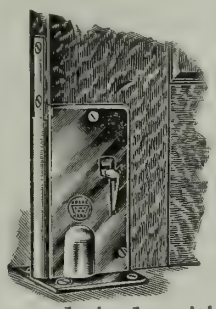

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Khaki Kit Kitchen

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SET IN RUBBER
SIMMS

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Are they just words of an indefinite meaning, or do they tell you that the invention of the "Set in Rubber" process was the greatest single event in the history of brushmaking?

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MADE IN CANADA?

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That they are made in a modern reinforced concrete building, the finest building in the world, exclusively used in the making of brushes?

That the makers are specially trained in the art of making real brushes?

That the bristles in them are far superior to the "Just as Good" kind?

That they are absolutely guaranteed by a firm of international reputation, to hold the bristles in the ferrule for ever?

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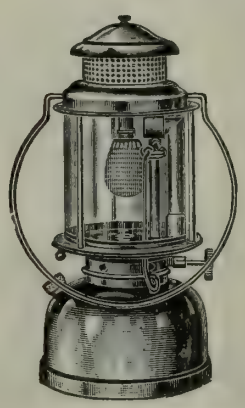

Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

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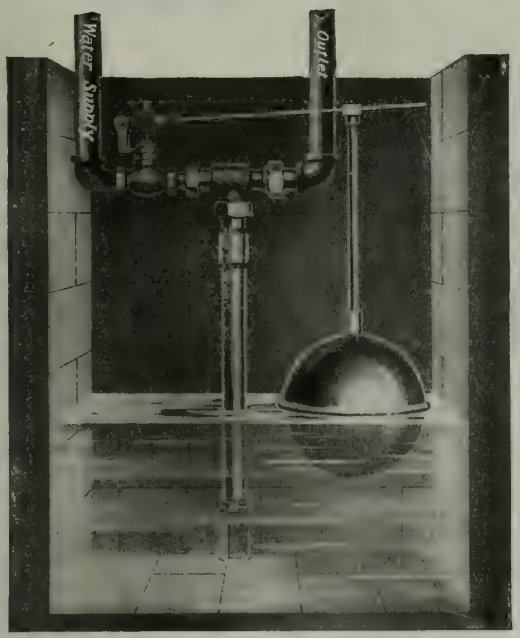

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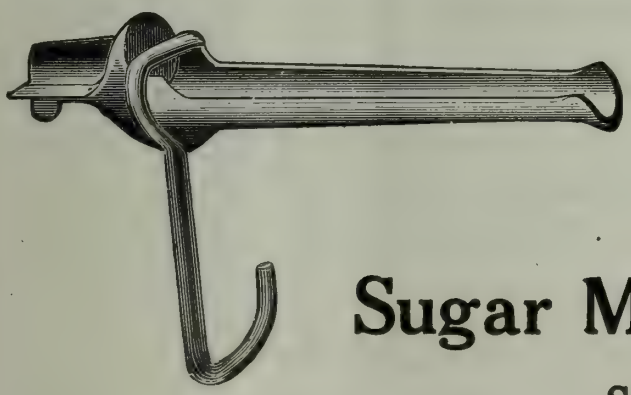

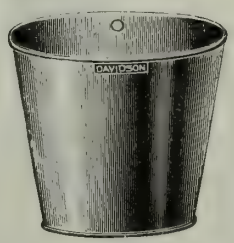

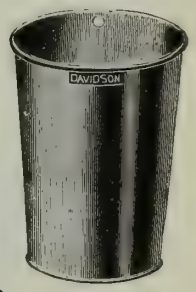

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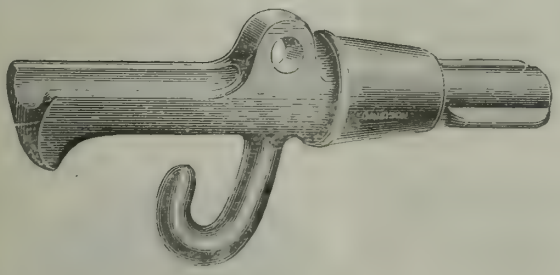

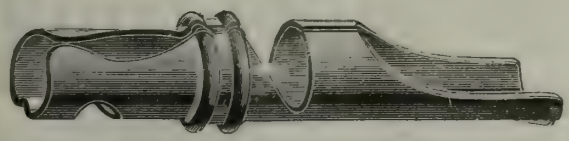

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28 "Service" Branches throughout Canada

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28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, FEBRUARY 19, 1916 No. 8

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CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

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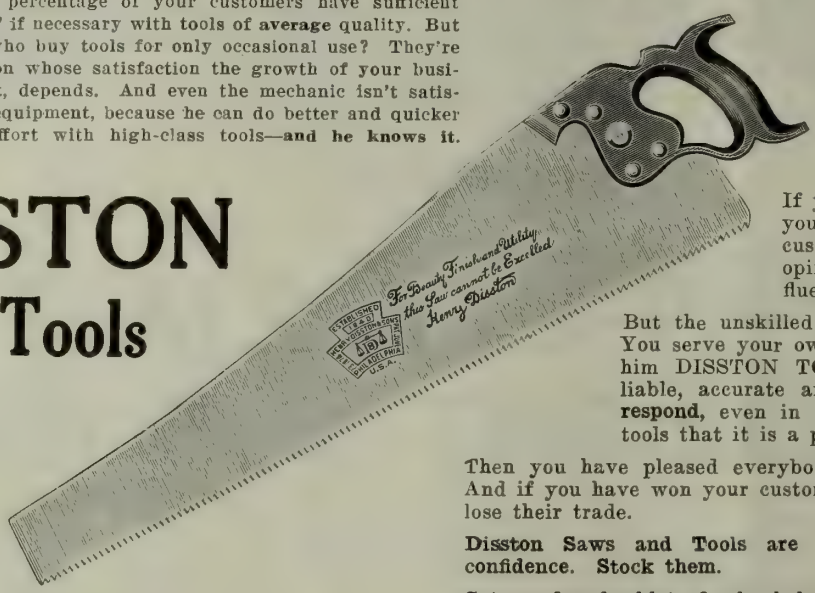

If you can't give them to him you **may** lose a sale and a customer, but in any case his opinion of your store is influenced.

But the unskilled customer **depends on you.** You serve your own interests best by giving him DISSTON TOOLS—Tools that are reliable, accurate and serviceable; tools that **respond,** even in the hands of an amateur; tools that it is a pleasure to handle and use.

Then you have pleased everybody—mechanic and layman. And if you have won your customer's confidence, you can't lose their trade.

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Get our free booklet of sales helps.

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2-20 Fraser Avenue **Toronto, Ont., Can.**

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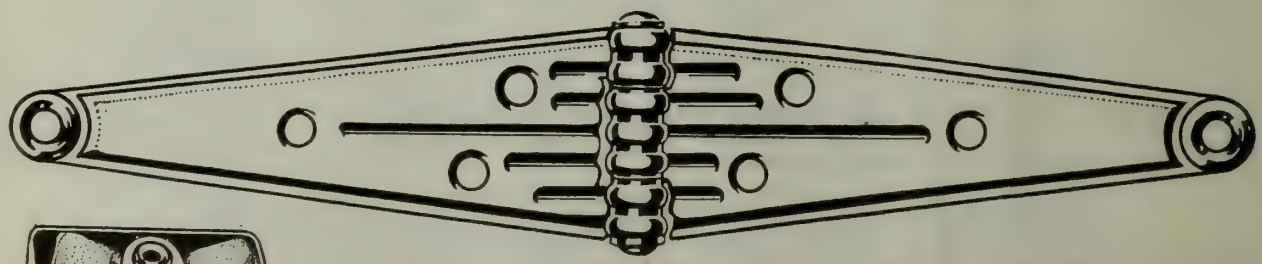

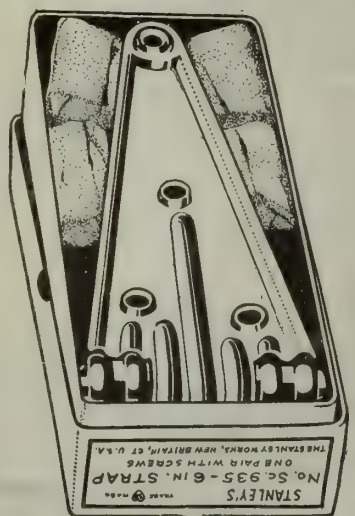

A Box of Stanley's, No, 935

The Hinge with the Corrugated Joint

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Canadian Representatives: A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, FEBRUARY 19, 1916 No. 8

New Tariff Affects Fuel and Road Oil

One-half Cent Per Gallon Will Not Materially Affect Price of Oils in General—Means Actual Increase of One-quarter Cent Per Gallon—Lubricating and Illuminating Oils Not Affected—Tax on Profits

THE new tariff on oils which went into effect on Wednesday of this week will affect but two classes of oils, namely, crude oil for fuel purposes and a low grade oil used for the sprinkling of roads. All oils such as machine oil, sperm oil, seal oil, coal oil, cylinder oil, benzine and gasoline will not be affected.

The measure as introduced by the Minister of Finance, Sir Thomas White, provides that a duty of one-half a cent per gallon shall be imposed on petroleum oils of a specific gravity of .8235 or heavier at 60 degrees temperature. Crude petroleum imported to be refined, together with illuminating and lubricating oils are not included.

Some misunderstanding has been occasioned through the announcement by a number of papers that the new tariff will affect illuminating and lubricating oils. This is not the case. Authorities when interviewed by Hardware and Metal were emphatic in their assertions that only crude petroleum will be affected, judging from the information which they have obtained. The hardware trade in general will be interested to know that they need not expect an advance in the price of oils as a result of the new tariff.

One-Quarter Cent Increase

The Minister of Finance estimates the revenue from the tariff on this class of oil will net the Government in the neighborhood of $500,000 during the ensuing year. An estimate of the amount of crude petroleum likely to be imported into Canada during the year 1916 by reliable authorities ranges from 70,000,000 to 100,000,000 gallons. A duty of half a cent per gallon will make the revenue from $350,000 to $500,000.

This will, however, not all be a clear gain to the revenue of the Dominion. There has been in vogue a war tax of seven and one-half per cent ad valorem on the crude oils imported into this country. In practice this worked out at the rate of about a quarter cent per gallon. The new tariff does away with this ad valorem tax and substitutes a straight tax of a half cent per gallon. There will, therefore, be an increase of approximately one-quarter of a cent per gallon on the crude oils.

Consumption of Fuel Oil

There has been a great increase in the amount of this class of oil used during the past year in the production of munitions of war. Factories recently put in operation in Canada for this class of work invariably use the crude petroleum as a fuel. A much hotter and quicker fire results from its use. There is also a considerable quantity used in other industrial plants throughout Ontario and other parts of the Dominion. On the Pacific coast many of the steamship lines have their boats equipped with the oil-burning apparatus and large quantities are consumed in this manner.

As to whether the new tariff will affect the users to any considerable extent, oil refiners are of the opinion that the burden will be borne without complaint. Refiners and importers expect their profits will be reduced by about half the amount which will be raised by the Government through this new tariff, while the consumers of this class of oil will have to pay the balance of the tax. The new tax is not of sufficient moment to cause any marked advance in the price of this class of oil.

Victoria Museum, Ottawa, where budget speech was delivered. Parliament has been sitting in this building since the House of Commons was destroyed by fire.

Expect Increase in Price of Oils

But the question of supply and demand

ment of the price of all oils because of a diminishing supply and an increased demand will undoubtedly operate to cause a still greater rise in the price of almost every class of oil. So far as the new tariff goes the price of oil will not be materially affected. Those who will bear the brunt of the tax will be industrial plants, including many of those engaged in the manufacture of munitions. But even with them the tax will not be of such proportions as to make them lie awake 'o nights.

Deference to Coal Companies

The tax on fuel oil and the tax on apples are the only increases in the tariff, according to the new measure of the Minister of Finance. The tax of 90 cents a barrel on apples was put on out of deference, it has been stated by the Minister of Finance, to the fruit-growers of British Columbia. The fruit-growing industry in that province, it was pointed out, needed a measure of protection against the fruit from the States of Washington and Oregon.

As to what interests are involved in the tariff on fuel oil other than as a means for revenue, oil men do not hesitate to say that deference has been paid to the wishes of the coal companies of British Columbia.

Coal companies of the far western province have for some time viewed with alarm the increased use of fuel oil for manufacturing purposes and on steamship lines. Many of the ships of the Canadian Pacific Railway and Grand Trunk Railway have been equipped with oil-burning apparatus and have discarded the coal system. An active agitation has been carried on on behalf of the coal interests for a tariff to protect the coal companies of Vancouver Island and the Crow's Nest district. Since the new tariff applies only to fuel oil, no other classes of oil being affected, it would seem to indicate that the contentions of the oil men are well founded.

Reduction of Tariff on Certain Classes

In certain classes of oil such as the low distillates used for certain types of engine, notably the Diesel, the new tariff will actually effect a saving to the consumer. Under the former tariff the tax on this class of oil was two and a half cents per gallon. Under the new tariff this will be reduced to half a cent per gallon, a clear saving of two cents a gallon.

On the whole the new tariff on oils is such as to be small cause for alarm to the trade in general. Very little if any increase in the price of oils will result through the tariff. As to the increase in the price of oils through other causes, that is another question. Oil men do not hesitate to say they expect the prices of all oils to climb still higher.

Hardware Men Affected

Even though hardwaremen will not be effected to any great extent by the tax on oil they will in some cases be called upon to bear their share of war taxes through the collection by the government of a portion of the profits on their business. There are many wholesale and retail hardware firms with a company capitalization of $50,000 and over. The Minister of Finance proposes to tax all incorporated companies of a capitalization of $50,000 and over to the extent of twenty-five per cent. of their profits over and above seven per cent. For incorporated concerns he proposes to levy a tax of twenty-five per cent. on all profits over ten per cent.

All trades and businesses are to be affected with the exception of life insurance companies, the business of farming and stock-raising and companies and concerns with a capitalization under $50,000. But manufacturers of munitions with a capitalization less than $50,000 will also be called upon to pay.

Criticism of New Taxes

There has been considerable criticism of the new taxes on the ground that there seems to be an inequality of burden arising through the distinction between incorporated and unincorporated concerns. It is pointed out that there is a possibility that large concerns with an enormous capitalization might even escape the tax altogether, provided there is no means of finding the actual amount of capital invested in the company. Details as to how the Finance Minister expects to overcome these seeming inequalities will be awaited with interest. Some of the important features of the new tax levy are as follows:

Provisions of New Measure

That there shall be charged, levied, and paid to his Majesty a tax of twenty-five percentum of the amount by which the profits arising from any trade or business subject to the tax in every accounting period ending after the fourth day of August, one thousand nine hundred and fourteen, exceeded, in the case of incorporated companies seven percentum, and in the case of all other persons ten percentum, upon the capital employed in such trade or business.

Applications of the Tax

That the trades and businesses to which the tax shall apply are all trades and businesses, including the business of transportation (whether continuously carried on or not) of any description, carried on or partly carried on in Canada, except

(a) Any trade or business other than a trade or business which, or any portion of which, is the manufacturing or dealing in munitions of war or in materials or supplies of any kind for war purposes, the capital employed in which is less than fifty thousand dollars.

(b) The business of life insurance.

(c) The business of farming and stock raising.

Incorporated Company's Capital

That the capital employed in the trade or business of any corporated company having its head office or other principal place of business in Canada shall be the amount paid upon its capital stock.

That the capital employed in the trade or business of a non-Canadian company shall be such portion of the amount paid upon its capital stock as shall bear the same proportion to the amount paid upon its entire capital stock as the value of its assets in Canada bears to the value of its assets outside of Canada.

Capital of Other Than Companies

(1) That the capital employed in the trade or business of any person other than an incorporated company shall be taken to be the value of all assets, real and personal, movable and immovable, issued in connection with such trade or business:

Computation of Profits

(1) That the profits shall be taken to be the net profits arising in the accounting period.

(2) The profits of a non-Canadian company shall be such proportion of the net profits as shall bear the same proportion to the total amount of its net profits as the capital of the company as defined herein bears to the total amount paid up upon its capital stock.

(3) No deductions from gross profits for depreciation or for any expenditure of a capital nature for renewals, or for the development of a trade or business, or otherwise in respect of the trade or business, shall be allowed except such amount as appears to the Minister to be reasonable and to be properly attributable to the accounting period.

(4) Any deduction made from the gross profits for the remuneration of directors, managers and persons concerned in the management of the trade or business shall not, unless the Minister, owing to any special circumstances, otherwise directs, exceed the sums deducted for those purposes in the last accounting period ending before the fourth day of August, 1914, and no deductions shall be allowed in respect of any transaction or operation.

Requirement of Returns

That provision be made requiring persons liable or believed to be liable to make such returns as may be necessary to assess the tax; and that provision also be made for the assessment of the several persons liable to taxation.

Special Rates for Convention Visitors

All Arrangements Completed for Eleventh Annual Convention of Ontario Retail Hardware and Stove Dealers' Association to be Held at Toronto, Tues., Wed., Thurs., Feb. 22, 23, 24.

ARRANGEMENTS have been completed with the railway companies for reduced railway rates for those attending the convention of the Ontario Retail Hardware & Stove Dealers' Association, at Toronto, on Tuesday, Wednesday and Thursday, Feb. 22, 23, and 24. The cost of transportation will be based on the attendance of members at the convention. Complete details regarding railway rates, and how to obtain reduced rates, are given in the accompanying panel.

Going tickets may be purchased Feb. 18 to 24. Return tickets may be purchased up to Feb. 28 inclusive. This arrangement will allow four days before the opening of the convention, and four days after the convention closes for hardwaremen who wish to visit Toronto.

Tuesday Opening Day

The first meeting of the convention will be a meeting of the Advisory Committee at 1 p.m. Tuesday. At 7 p.m. there will be a meeting of the Executive Committee and appointment of convention committees.

A large number of association members will probably arrive on Tuesday evening. Provision has been made for the reception and registration of members who arrive at this time.

Wednesday Sessions

The early trains on Wednesday should bring a large crowd of hardwaremen to Toronto. At ten o'clock the opening session will be held in the banquet hall at the King Edward Hotel. This meeting will be open to members and associate members.

This meeting will be devoted to the reception of visitors to convention, including honorary members and trade representatives. President Conn's address will also be delivered at this session.

Reports will be received from the Executive and Advisory committees, secretary, treasurer, and auditors.

TO OBTAIN REDUCED RAILWAY RATES

Purchase a one-way ordinary first-class adult ticket (fare not to be less than 50c) to Toronto, and obtain from ticket agent a Standard Convention Certificate (Form 24).

At first meeting you attend hand your certificate to the Secretary of the Association for endorsement, and for validation by the special agent of the railway lines.

After validation, the certificate will be returned to you on payment of fee of 25c, and must be presented to ticket agent to obtain return ticket at least thirty minutes before the departure of train.

After paying 25c validation fee, the return fares will be as follows:

If certified Attendance is 99 or less: Two-thirds one way ordinary 1st-class adult fare.

100 to 299: One-third trip ticket ordinary 1st-class adult fare.

300 or more: Return trip ticket without further charge.

Afternoon Session

By Wednesday afternoon at 2 p.m. all association members should have arrived. At this meeting a report will be received from the secretary on the association's service to members. A discussion will take place as to how the service can be improved and extended.

"Price maintenance and how to avoid cutting of prices below the legitimate profit line," is a subject that will be taken up and discussed at this meeting. Every hardwareman is interested in the subject and there should be a considerable degree of interest taken in the discussion.

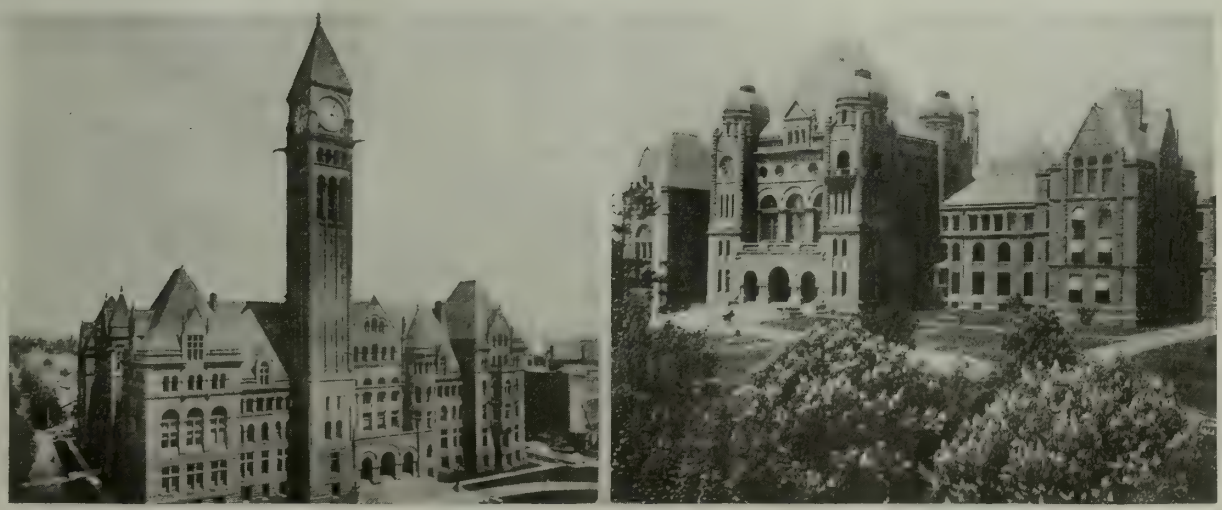
The Law Re Firearms

The law governing the sale of firearms and its effect upon the hardware dealer, will also come in for discussion at this meeting. Some merchants are of the opinion that the Act should be repealed

Hardware and Metal has published complete details regarding the Act, on a number of occasions. For new subscribers or those who are unacquainted with the provisions of the Act, a summary follows:

The Act respecting offensive weapons was proclaimed April 22, 1911. The Act is called, "The Offensive Weapons Act."

"2. Every person who exposes for sale, offers for sale, or sells any bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, or



Two places of interest in Toronto, the Convention city. Toronto city hall on left, Ontario Parliament Buildings on right.

who sells a revolver, pistol or air gun to any person other than one holding a certificate issued under section 118 of the Criminal Code, or one, being over 18 years of age, who produces to and leaves with the vendor a permit in writing, signed by the Superintendent of Provincial Police, or a Chief Constable of a city or town, allowing him to purchase a revolver, pistol or air gun, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor or to both, and the bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the police magistrate or justice and transferred to the superintendent of Provincial Police, or destroyed as such magistrate or justice may see fit.

3—(1) Every person who sells a revolver, pistol or air gun under the provisions of section 1 hereof, without keeping a record of the date of the sale, name of maker, serial number of such revolver, pistol or air gun, and the name, address and occupation of the purchaser, or who sells or exposes or offers for sale any revolver or pistol which does not bear a serial number and the maker's name, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor, or to both, and the revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the police magistrate or justice and transferred to the superintendent of provincial police, or destroyed as such magistrate or justice may see fit.

(2) The record referred to in subsection 1 may be inspected at any time by any peace officer and a copy thereof shall be transmitted by the person making the sale to the superintendent of provincial police within seven days after the 31st of March, 30th June, 30th September, and 31st December in each year. A violation of this subsection shall render the offender liable, on summary conviction, to a penalty not exceeding $50.

Workmen's Compensation Act

Another subject which will come up for discussion is the Workmen's Compensation Act, and its relation to association members.

The Workmen's Compensation Act went into effect about a year ago. The officials of the Workmen's Compensation Commission at that time announced that after the first year of operation there would be a reduction in rates if warranted.

HARDWARE CONVENTION PROGRAM

The eleventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association will be held at the King Edward Hotel, Toronto, on Tuesday, Wednesday and Thursday, Feb. 22, 23, 24. The program follows:

(TUESDAY)

1 *P.M.—Meeting of Advisory Board.*

7 *P.M.—Meeting of Executive Committee and Appointment of Convention Committees.*
Reception and Registration of Members.

(WEDNESDAY)

9 *A.M.—Registration of Members and Distribution of Badges in Convention Offices—Second Floor King Edward Hotel.*

10 *A.M.—Opening of Convention in Banquet Hall—King Edward Hotel—Open to Members and Associate Members.*
Reception of Visitors to Convention including Honorary Members and Trade Representatives. Short Addresses.
President's Address.
Report of Executive and Advisory Committees.
Secretary's Report.
Treasurer's and Auditors' Reports.

2 *P.M.—Members' Meeting. Report of Secretary on "Service to Members"—Discussion as to Extension and Improvements in Service. Discussion on Price Maintenance and how to avoid cutting of prices below legitimate profit line.*
Consideration of present law regarding sale of firearms and ammunition, and its effect on the hardware dealer.
Consideration of working of Workmen's Compensation Act in relation to our members.
Receiving Reports of Committees.

8 *P.M.—To be devoted to Question Box, and consideration of Trade Problems—Open to Travellers and Associate Members. (Free and easy.)*

(THURSDAY)

9 *A.M.—Receiving Reports of Committees—Consideration of Tenders on Hardware, Tinsmithing and Heating as per sample specifications furnished and discussion on same.*
Discussion on Proper System of Installation of Hot Air Heating Systems—and how to prepare estimates for same.
Consideration of Methods to Increase Trade Through Use of Parcel Post.
Question Box Session.

(THURSDAY)

2 *P.M.—Election of Officers. New Business. Question Box.*

Hardware and metal in the Jan. 22 issue announced that a reduction had been decided upon. Although the amount of the reduction has not yet been announced, there are good reasons to believe that a reduction in rates will be forthcoming in the near future.

Question Box Session

The Question Box session at 8 o'clock on Tuesday evening, will be devoted to a consideration of trade problems. This meeting will be open to travelers and associate members.

Thursday Sessions

The first meeting on Thursday will be held at 9 a.m., and promises to be one of the best meetings of the convention.

At the meeting tenders will be considered on hardware, tinsmithing, and heating as per sample specifications furnished. Plans and specifications were mailed to all members early this week. Every member is asked to tender on one or all groups of hardware, etc., shown in specifications. Tenders should be delivered to Secretary Macpherson at the King Edward Hotel, Toronto, before the opening session of Thursday.

Another interesting discussion on the program for Thursday morning is a discussion on the proper system of installation of hot air heating systems, and how to prepare estimates for same.

Parcel Post

Every hardwareman is interested in increasing his business, and should be interested in the discussion of methods to increase trade through use of the parcel post.

A question box session will also be held on Thursday morning. A properly conducted question box session is one of the most interesting features of a hardware convention, and judging by the questions already submitted for the

Thursday morning session, it should be a real live one.

The election of officers, new business, and a question box session will be held on Thursday afternoon.

Officers of Association

The officers of the Ontario Retail Hardware and Stove Dealers' Association are as follows:—President, C. W. Conn, Tillsonburg, Ont; 1st vice president, W. J. Carter, Picton, Ont.; 2nd vice president, J. N. McGregor, Oakville, Ont.; treasurer, John Caslor, 628 Queen street, W., Toronto; secretary, W. F. Macpherson, Prescott, Ont.; executive committee, W. W. Bennett, Gananoque; A. Wideman, Markham; E. J. Creeper, Owen Sound; A. J. Wright, Hamilton; D. A. MacNab, Orillia; E. A. Whitten, Bracebridge. Auditors, G. Mathewson, Toronto; J. W. Peacock, Toronto.

Advisory Committee, C. W. Conn, Tillsonburg; H. Occomore, Guelph; W. F. Macpherson, secretary, Prescott.

ST. JOHN DEALERS ADVANCE PRICES

A general advance in the retail price of supplies was decided upon at a meeting of the Stove Dealers and Sheet Metal Association of St. John, N.B., at a meeting held last week. This step was forced upon them, the dealers explain, by notices of advances received from manufacturers of an increase in prices, due again to the higher cost of materials. After a general discussion it was decided to effect an advance of from five to ten per cent on the selling prices of stoves, sheet iron, galvanized iron and tin ware. Stove pipe lengths which have sold at twenty cents for more than half a century have been advanced to twenty-five cents and elbows have been jumped to thirty cents.

St. John R. M. A. Elects Officers

At the annual meeting of the Retail Merchants' Association of St. John, N.B., held recently, officers for the coming year were elected as follows: president, A. O. Skinner, (re-elected); first vice- president, F. W. Daniel; second vice-president, John H. Vaughan; secretary, N. C. Cameron; treasurer, William Hawker; executive committee, T. J. McPherson, I. Chester Brown, E. W. Rowley, S. C. Webb and D. J. Barrett. It was announced that eighty new members have joined since the first of the year. The Exhibition Association had asked the merchants association to advise them regarding the prospects for an Exhibition this fall but, as they believed that the buildings would be in use for military purposes, the association could make no recommendation. The association decided to hold another "Dollar Day", the experiment having proved highly successful last year, and a committee was appointed to arrange details.

MANITOBA SPORTSMEN UNITE

Influential Organization in Western Province Planned for Preservation of Wild Life

Manitoba is to have one of the most influential and modern sporting associations in the Dominion of Canada if plans now being prepared for the formation of such a body are brought to a successful issue.

The new association, which will be known as the Sportsmen's Association of Manitoba, will include in its membership men in all walks of life who are interested in outdoor recreation; hunting, fishing, yachting, canoeing and trapping will be represented on the executive board. Provision is to be made for the promotion of branch associations throughout the province, and before organization is completed every sportsman in the province will be given an opportunity to become a member.

SPECIAL NOTICE

DON'T FAIL to ask for Standard Convention Certificate when buying your ticket.

DON'T FAIL to deposit same with Secretary of Association at first opportunity.

DON'T FAIL to exchange certificate for a return ticket when you are leaving Toronto, and at least 30 minutes before train departs.

Going tickets may be purchased Feb. 18 to 24.

Returning tickets may be purchased up to Feb. 28 inclusive.

To Preserve Game

The association will have for its aims and objects the preservation of the wild life of Manitoba; the preservation of fisheries, the protection of migratory birds, which will be accomplished by co-operation with the authorities of the United States.

This phase of the movement is meeting with the approval of the provincial government, and Hon. Valentine Winkler, minister of agriculture, will render what assistance lies in his power to aid in the furtherance of the movement.

It is hoped that the association will be able to issue an annual bulletin dealing with matters of interest to all lovers of outdoor life and recreation. F. G. Simpson, of Winnipeg, has been appointed organizing secretary.

CLEAN-UP CAMPAIGN IN MAY

Montreal, Que.—It was definitely decided at a meeting of the City Improvement Campaign Committee held last week that Montreal will have its third Clean-up Campaign this year, about the third week of May. While the general principle of the campaign was adopted, details were left for the work of sub-committees and future meetings. The work will include three special features—a general educational campaign as to the advantages of cleaning up the city, a campaign amongst the children to educate them as to the advantages of civic as well as personal cleanliness, and prizes to children for work in cleaning up.

This will follow the general outlines of the previous campaigns, which included the educational work, and fixed special days for different lines of work to make the city both clean and beautiful. No financial plans have as yet been made, but it was considered by the general committee that once they had prepared the general plan of campaign, with the reports showing the results of the previous two efforts, the funds, both civic and from individual donations, would easily be available.

INDUSTRIAL

The Steel Company of Canada, at Gananoque, are installing additional equipment for the manufacture of bow sockets and drop forgings, which will enable them to double their output in these lines.

Flour mills at Calgary are working night and day on war orders for flour. The Calgary mills are now completing orders for 20,000 barrels of flour for France, and there are still large British orders to fill. The mills have orders which will keep them working on war contracts for months to come.

FIRST HAND INFORMATION

An article entitled, "Straight Facts on Auto Accessories in the Hardware Store" by Roy F. Soule, appeared in the December 18 issue of Hardware and Metal. The article originally appeared in advertising and selling, for which paper it was prepared and to which credit was given. It might be added that the facts were all gathered by Mr. Soule, Editor of Hardware Age during personal calls made on American hardware retailers. The facts as set forth in the article demonstrate beyond a doubt that auto accessories are meeting with a rapid sale through American hardware stores. A great many Canadian retail hardware firms are also making a success of selling auto accessories.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, FEBRUARY 19, 1916 No. 8

EDITORIAL BRIEFS

REMEMBER the Convention dates, Feb. 22-23-24.

* * *

GIVING a stranger credit before finding out his ability to pay is surely putting the cart before the horse.

* * *

WHEN you stop fighting your neighbor and combine your energies to defeat the common enemy you will make progress toward better trade conditions.

* * *

RETAILERS should watch the markets closely. Many price changes are taking place and the shrewd buyer is the one who is going to get the best price.

* * *

IF YOU cannot go to the Convention yourself, be sure and send one of the clerks. He will appreciate the trip and will gain pointers at the Convention that will make him a more valuable employee.

* * *

BUSINESS success depends upon many conditions, any one of which may be said to be vital. But of them all, none is more essential to success than the initial proceeding, the art of successful buying.

* * *

SOMEONE once said that competition was the life of trade. He should have said that a common-sense, co-operative competition is the life of trade, or a mighty good stimulant, but that a riotous and haphazard competition is the death of business.

* * *

IT IS JUST as important that there should be a quick turnover in the paint department as in any other department of the store. In every line of business the profits depend to a very great extent upon turnovers. Many lines of paint can be sold in profit-paying quantities during the winter months.

* * *

ONE of the greatest troubles of the retail trade has been a misunderstanding of the word "competition." It has occurred to a few that the word could mean something else besides "price"—that there could be such a thing as competition in service, in quality, in suggestion, in originality; but to the great body of merchants, both large and small, it has meant only "price."

* * *

CANADA'S second war Budget has precipitated the local business world into a haze of probabilities. Everybody is trying to ascertain what the new taxes will mean to his particular industry or commercial activity. Very few have so far found fault with the Finance Minister's proposals. Sir Thomas has to make the best of a troublesome situation and it will be much easier to find fault with his proposals than to suggest better methods.

* * *

CHARACTER and cash are the assets on which a business man secures credit and standing. Under most circumstances it is necessary for a man who aims to enter the business arena to possess both; but it is far better to have character and no cash than to have cash and no character. There is a moral in this for business men. Few realize the true significance of good character in the matter of securing credit or extensions. If it were possible for a retailer to penetrate into the innermost secrets of the mind of the credit man who occasionally sits in judgment upon him, he would probably find that the facts which weighed most heavily were those relating to his (the retailer's) methods of doing business, his reputation for fairness of dealing and the sidelights on his character with the credit man, by ways of his own, had obtained.

ATTEND THE CONVENTION

THE eleventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association will be held at Toronto, on Feb. 22-23-24. A complete program, and details regarding special railway rates, etc., appear elsewhere in this issue.

The convention this year should be one of the best on record. The program is a good one, and a number of very important questions will be brought up for discussion at the meetings. The officers of the association have worked hard during the past year to make the association a real, practical help to its members.

Secretary Macpherson has greatly improved the

service to members. The price book which he prepared and distributed has proven to be of practical value, and almost without exception has met with the approval of association members. Steps will be taken at the coming convention to enlarge the association's services to members.

The convention can be made the most interesting in the history of the association if the members will turn out and attend in large numbers. The meetings, with two exceptions, will be closed meetings to which only the members of the association and the trade press will be admitted.

The question-box discussions should be particularly interesting.

There will be plenty of accommodation for visitors. Toronto is centrally located, with good train connections, and easy to reach in a short time from any part of the province. The railways have arranged for special rates which will be gauged according to the attendance at the convention.

The convention will be largely what the members make it. The officers have done their part. It is now up to the individual members. If each member does his part by attending the convention, it will be a hummer. If the members want the association to grow and prosper and to become a strong influence in the trade, they will have to give it their whole-hearted support.

FINANCIAL STATEMENT NEEDED

DURING the past few weeks stock-taking has been going on in hundreds of hardware stores throughout the Dominion. Every merchant who conducts his business on strict business principles realizes the necessity and importance of having each year a strictly accurate statement of his financial condition. Credit managers are constantly trying to impress upon retailers the importance of stock-taking, and that extreme care should be taken in preparing the annual statement.

Credit is given a merchant because of the confidence reposed in him. Requesting a statement when credit is asked is not a reflection on one's character, honesty, or business ability, but is done to secure information to enable business to be conducted intelligently.

Large assets are not always necessary to the creation of credit; what is most desirable is, that credit be in relative proportion to the actual assets, and in harmony with conditions which create and maintain it. A merchant's capital is the sum of his net available resources, plus his credit. The giver of credit is a contributor of capital, and becomes, in a certain sense, a partner of the debtor, and, as such, has a perfect right to complete information of the debtor's condition at all times.

When a statement is made, it should be absolutely correct. To make it so necessitates the taking of at least an annual inventory and the keeping of an accurate set of books. An annual, therefore, will tend to make a debtor a better buyer, make him more familiar with his stock, more careful in giving credit, more conservative in incurring debt, and will result in a better knowledge of his business generally.

A merchant who desires to serve his own best interests should recognize that his most valuable possession, apart from his actual assets, is a sound, substantial and unquestioned reputation as a credit risk, and that under the prevailing conditions and demands of business, the most effective, and eminently the best way to prove his basis for credit, is to be willing to submit a statement of his financial condition.

MORE LOCAL ORGANIZATIONS

HOW has organization work among the hardwaremen gone forward during the year that has intervened since the last convention of the Ontario Retail Hardware and Stove Dealers' Association? At the last convention the need for co-operation among small groups of competing hardwaremen was pointed out. There are many interests in common among these small groups in a given district upon which they would be wise to get together.

Reports from various parts of the country indicate that a healthy start has been made in this respect within the past year. Dealers have been surprised to find out the numerous ways in which they can be of service to each other. This principle is carried out in many branches of industry and the members would never again go back to the old individualistic way of doing things. For instance, there are the employing printers' associations. Each of the members are in a sense competitors of one another. Yet they find they have a common ground when their interests as a whole are concerned.

Undoubtedly this idea will be taken up and encouraged still further at the forthcoming convention. Good results have already accrued through local organizations. Members of the trade will await with interest reports of the actual good which has been accomplished. From these reports the trade will undoubtedly go forward with a stronger determination to make local bodies, or at least the spirit of co-operation, a vital force for the betterment of conditions among the dealers engaged in the trade.

This is the age of co-operative competition. It would be unwise to go back to the old individualistic order. What is good for businesses and trades on a large scale is good for dealers in a small way. The principle holds good even though the number concerned may vary. It is a get-together-time in which we are living. Hardwaremen would be wise to carry out this idea so far as practicable within the trade.

Pushed Appliances and Sold Them

Montreal Merchant Tells How He Has Developed a Large Sale for Electrical Appliances—The Popular Sellers—Electrical Goods Exhibit Helped Sale of Appliances.

An authorized interview by a Hardware and Metal representative with H. L. Philbin, of M. Philbin Hardware Co., Montreal, Que.

THE list of electrical appliances of real merit that are constanly being added to is forcing the most conservative housewives to a broader conception of the uses to which electricity may be put in the home. The thing that was once a toy is now actually the mainstay of the kitchen maintenance of many homes. Slowly, but surely, the public have been educated by the vast influences of modern civilization to a real knowledge of the utility and cheapness, cleanliness and saving of work embodied in the use of electrical appliances.

Electrical companies, governments, individual firms and dealers, the daily reading of the nation: all have added their quota to the instruction. Possibly the chief instrument of it has been the hand to mouth interchange of experience that constantly goes in connection with any new theory. Whatever the cause the electrical line is yearly assuming greater importance on the hardware man's shelves. During even the dullest period of the war and even more so lately there has been an actual increase of a most astounding nature in our sales of this line of goods.

A list of the articles that would come under this head would include carpet sweepers, vacuum cleaners, air compressor for cleaning, electric washing machine, curling irons, foot warmers, water heaters.

In electric lights, the list includes battery flashes and various electrical heating systems. For the kitchen are the baking and warming ovens, the cereal cooker, coffee pot, chafing dish, egg boiler, electric range, flat, sad and laundry irons, frying kettle, fireless cooker, hot plate and broiler, immersion heater, milk warmer, oyster cooker and stewer, plate warmer, radiant grill, sealing-wax heater, sterilizer, samovar, thermostat, toaster, waffle iron, water boiler and warming pads.

Windows Chief Sales Agent

We depend chiefly upon our windows for advertising purposes, use one window pretty steadily for electrical goods and change it once a week—usually alternating with some other line. The window dresser has carte blanche to do or get anything that will aid him in his work whether it is a book on window dressing or additional goods. Our present window centres about an automobile constructed out of battery boxes and surrounded by an indiscriminate display of all manner of search lights that vary from the cheap vest pocket variety to the more expensive lantern shapes. The boxes were saved from sales until we had enough to build this exhibit. The wheels are made by the use of yellow gauze to represent the spokes, and the boxes are joined together with thin wire to make the wheels.

We always carried this line but we find we have to feature it now to keep abreast of the times. People have discovered the convenience of the cheap electrical devices. How much more simple to insert a heater in a dish of water that sits on the table than to get up and fuss about the stove to boil an egg. A whole breakfast may be cooked at the table without even rising, without any heating, any soiled hands. Or for a dinner what can compare with the stove that enables the housewife to set her clocks and go to church serene and undisturbed by the fear of burning roasts. These make great selling points.

The Best Selling Point

But the best selling point of all in my opinion, is a knowledge of the goods offered, and this applies to all lines. To know the history of a product is to be able to sell it, to be able to answer questions, meet criticisms, advise and suggest. It is the one and only true path to salesmanship. I once took a trip through an enamelware factory and was amazed at my later success in selling these articles, the manufacture of which I had familiarized myself with. To be able to point out to the customer the real, the honest points of superiority in the article offered; to be able to explain to him the intricate detail of manufacture and the meticulous care against flaws is to give him a higher opinion of the article he is critically studying with a view to buying.

When a customer asks "What is this?" it is not sufficient to say "Oh that's a good one." Likely, he will say "I'll call in to-morrow." To-morrow never comes. A knowledge of the history of that article would have made a sale.

With tools and some other articles, the situation is slightly different. A mechanic usually knows exactly what kind of calipers he wants, and why he wants that particular size and make. But a woman buying electric goods or cutlery, enamel, tin or aluminum ware is a different proposition. She needs advice.

Guarantee Helps Sales

The fact that the manufacturers now guarantee their goods has been of great assistance to us in our sales. We are now able to state that the goods are unlikely to require repairs for period of the guarantee and if they do that we will make them good.

The goods are better made than they were even a short time ago. The guarantee used only to extend over a period of a year or two and that lack of faith evinced by the manufacturer was a sale killer of gigantic proportions. The people would not buy as long as we could not stand behind the goods. Now there is never any trouble with burnt out fuses and all the other annoyances the pioneer buyers had.

Irons a Big Seller

We find that we sell more irons than any other electrical article. They come in all weights and sizes, can be carried in a suit case for use for traveling by connecting up with the light in a hotel room. The five-pound weight goes best. The broilers go next best probably and with them or at least next best, the several varieties of toasters. Heaters for the sick are also good.

The Advertised Line Sells

The line that is pushed is the line that goes. The electric show in Montreal last fall did a great deal to educate people to this line. We had had the show for years, but the interest in it had been of a negative character in other years. This time, however, the people flocked to the exhibit and evinced a live interest in things. It developed them. Merely an illustration of my argument that people buy the most of those things they know the most about.

Things have got to the stage now when even the lowest priced wage earner may have the chief of these conveniences in their homes. All new houses are wired now-a-days and all classes buy the necessities at least — such as irons. They all want irons.

(Continued on page 54.)

THE JUNIOR CLERK'S PAGE

A False Alarm

Party Introduces Himself to Sales Manager — Wanted to Sell Goods on Commission, But Talked Too Much

Written for Hardware and Metal by Norman Lewis

I WAS in the commodious office of a man who has the Canadian marketing of a much advertised line of tools. A young man was ushered in, or, rather, ushered himself in. He was an aggressive sort, good point if well handled, for he did not hesitate when he saw that the gentleman was engaged.

Instead, he stepped up sort of semi-briskly, ignored me, who had first right upon the other man's time, and said: "I'm the party who called you up on the 'phone."

Stepped Aside

I stepped aside into the farther corner, with the intention of resuming my conversation when said Party had finished his. Grand name that. Party. Fine introduction. So business-like. Not.

"Umph," the handler of men said, non-committal to the nth degree. "Yep. Sort of thought I'd drop in and see you to-day about it," said the Party.

"Well, it wouldn't be right of me to keep you on the waiting list. We never do anything on a commission basis. We'll sell you the goods for you to take your profit on by reselling. I wouldn't like to have you waiting about on the chance of my deciding differently later. I wouldn't do it."

"Well," said Party, "I've got a great trade lined up all over Ontario and the Eastern Townships. If I do say it there ain't any man up there with more friends in the hardware trade than I have. They'll buy from me when they won't from anybody else."

"Well, how much can you figure on selling?"

"My heavens," I thought, "surely this man is not going to be taken in by this false alarm. Surely he's too shrewd a judge of men for that."

"Oh, I can sell twenty dozen a week, dead easy."

"You can?"

"Yep. I've got 'em all going."

"Well, of course you probably know more about it than I do," said my friend humbly.

LOYALTY

Loyalty is that quality which prompts a person to be true to the thing he undertakes. It means definite direction, fixity of purpose, steadfastness. Loyalty supplies power, poise, purpose, ballast, and works for health and success. Nature helps the loyal man. If you are careless, slipshod, indifferent, Nature assumes that you wish to be a nobody and grants your desire. Success hinges on loyalty. Be true to your art, your business, your employer, your "house." Loyalty is for the one who is loyal. It is a quality woven through the very fabric of one's being, and never a thing apart. Loyalty makes the thing to which you are loyal yours. Disloyalty removes it from you. Whether any one knows of our disloyalty is really of little moment, either one way or the other. The real point is, how does it affect ourselves? Work is for the worker. Love is for the lover. Art is for the artist. The menial is a man who is disloyal to his work. All useful service is raised to the plane of art when love for the task—LOYALTY—is fused with the effort.

Then my heart felt at ease. I knew that he knew quite differently than that. So I sat back to see the Roman holiday.

"You know," the wholesaler continued diffidently, "I've quite a few of the boys on the road, some good ones and none of them touch twenty dozen a week. I'd give a pretty good salary," he added, reflectively, as he twiddled a pencil, "to a man who could sell twenty dozen a week. That'd run into money for me. Of course, as I said before, you probably know more about this than I do, but I think you'd find that when you got out on the road you'd find it harder than you think to do this."

"Oh, not me!" exclaimed Party grandiloquently.

"No?" said the other lifting his eyebrows.

"Say," said Party, suddenly changing his ground, "you sell Robertson up at West End, don't you?"

"Yes."

"Well, take a tip from me, Don't."

"Why?"

"He's no good."

"He's been meeting his bills with me."

"Well, I haven't sold him anything except for cash now for going on four months. Better look out. I'm just telling you for your own good, of course. A friend in need, y'know."

"I suppose you wouldn't consider a salary proposition then."

I became alarmed for his sanity again.

"Oh, I might. What do——"

The wholesaler interrupted him.

"Well, you drop in some other time and we'll talk it over."

Party refused to take the hint. "All right. Say, I was just thinking——"

The other had him by the elbow, steering him toward the door, laughing and talking as though loth to see the fellow go. "Yes, yes. Certainly. All right. Come back when you can, and we'll have another talk."

I made to pick up the thread of our conversation again. I felt rather put out at his having been so completely hoodwinked. I received a shock though.

"What do you know about that for a false alarm. Ye gods! Selling twenty dozen a week. A year, I guess. And coming here, knocking Robertson. He always pays on the dot. Has for years. I didn't lose a nickel last year. I take the precaution of finding out what a man is before I let him have a bill of goods. Why, I wouldn't hire a fellow like that to sell my goods if he was the last man on earth. Party. Humph! Knocking Robertson. Humph! Twenty dozen a week. Well, I should smile."

"Well, I hope he comes around again. He amuses me!"

To Open Toronto Branch

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont., announces the opening of a branch warehouse and office at 166 King Street West, Toronto. A full line of tungsten and carbon lamps will be stocked at once at the Toronto warehouse, and the business of the firm in the Province of Ontario will be handled through their new branch, with E. S. Cook in charge.

WHAT OTHER PAPERS SAY

AN OBJECT LESSON

From the Hardware Trade

The final chapter in the history of a store in one of the Northwestern States has recently been written.

Every retailer can profitably ponder the same and draw therefrom a lesson for the conduct of his own individual business.

At the time this store was forced to discontinue business, the liabilities amounted to approximately $21,000.

The final receipts from the sale of the stock and fixtures amounted to a trifle less than $1,500.

In other words, on the forced sale of this business, the final accounting showed less than a 22 per cent. realization on the indebtedness of the concern.

In the report of the final closing of the matter, two features stand out prominently.

These are first, a large percentage of unsalable and undesirable merchandise and second, a large amount of the outstanding book accounts could not be collected.

The moral is plain.

The store which buys too heavily is very likely to have an accumulation of odds and ends which are not good property. In a case like this, the thing for the merchant to do is to apply the knife in time to prevent the accumulation growing to the point where the business is swamped.

Better yet, discontinue this method of purchasing. Instead of seeing how much of an article he can buy, the merchant would seem to be on the right track who tries to see how little he can buy, proportionate to the requirements of his trade and his distance from market.

One of the greatest sources of trouble in merchandising lies in the matter of purchases. Care and sober judgment are required. It is a whole lot easier to purchase additional supplies than it is to get rid of an overstock.

Likewise the credit end of this store's affairs offers food for thought.

As has been pointed out in these columns from time to time, the indiscriminate granting of credit will in time prove a severe handicap to any business enterprise.

It is very nice to have a large volume of business but unless this large volume has a firm and stable credit basis, it is much wiser to worry along with a decreased volume, the smaller volume being upon a safe basis.

Careful attention to the matter of the opening of new accounts is essential. A carefully followed system of collections is also needed.

Have a certain time limit to your credit matters. When a customer applies for credit, follow the example of your banker and ascertain what right the applicant has to ask for credit. Having assured yourself that the risk is a desirable one, proceed to inform the applicant of the terms upon which your credit business is transacted. Inform him that all accounts must be settled in thirty, sixty or ninety days as the case may be.

When the time of settlement arrives, insist upon the customer fulfilling his part of the agreement. Where firmness is required, do not hesitate to use it. Better the loss of an occasional customer through the use of this firmness than the loss of your business through an accumulation of poor accounts.

Viewed from any angle, the history of this one store points an object lesson to every reader of what he should not do in his own business.

THE PLUGGER PAINT MAN'S SECRET

From American Paint and Oil Dealer

In a hustling eastern county seat lives a Paint Dealer known the country over for his faculty for "doing things." He never tackled a paint selling problem that he did not solve just a little better than anyone else thought possible. He never undertook a sales campaign that he did not finish with greater success than even he had hoped for. No one ever accused him of being "clever," but it was frequently said that he was a "plugger."

Last year he made a local "Clean Up and Paint Up" campaign part of his spring planning. He couldn't arouse the other dealers, so he said, "I'll go it alone." And he did. The Mayor, the Board of Trade, the women's clubs, the Boy Scouts and the School Department co-operated. The campaign "went" and "went big." It was another scalp on the belt of the plugger from the head of complacent competition.

The Editor called on this Plugger Paint Man last summer. He inquired, "What is your recipe for constant success?"

"It's simple," said the Paint Man. "When I was wearing my first pants we had some kind of a celebration in the Little Red Schoolhouse. I had to speak a 'piece.' This was it," he added, as he reached for his hat and exhibited this verse pasted inside the crown.

"If a task is once begun,
Never leave it 'till it's done,
Be the labor great or small,
Do it well or not at all."

SMALL BUSINESS STILL FLOURISHES

From Hardware Bulletin

In spite of the Government's progress in the game of "unscrambling," the average retailer still feels some way that whenever "big business" takes a slant in his direction that it means—back to the farm for him.

But the industrial and commercial developments of recent years disclose the fact that great manufacturing and mercantile enterprises are not the invincible economic forces we once thought them to be.

The firms which once dominated the iron, coal, oil and other industries now have scores of successful rivals.

The overhead expenses of big organizations equal and frequently exceed those of other firms; their economies have been largely adopted by their rivals; their tremendous stock issues call for dividends.

Thus it comes about that smaller, well managed and less top-heavy firms are able to compete with any of the so-called trusts; this they are doing.

The same thing can be said relative to the department stores There have been many conspicuous failures among them in the last two years.

One of the leading causes ascribed for these failures is the competition of the smaller stores.

The running expenses of department stores now average thirty per cent., while those of the ordinary retailer average a fraction over eighteen per cent. If he is a good manager this difference enables him to successfully meet other advantages enjoyed by his rival.

Another thing. The chain store systems, of which we have a number in this country, are not as dangerous as they seem. The regular retailer is learning how to meet this competition and continue to prosper.

Some of the most successful competitors of the chain store systems are former chain store managers who have gone into business for themselves.

It is becoming more and more apparent that the opportunities for the small business man are as good as they ever were, probably better.

To be sure he cannot do business just as his grandfather did.

MORE ROOM FOR EFFICIENCY IN STEEL TRADE

From American Metal Market

The steel trade is finding that there are more cases in which efficiency and service can be turned into money than has ordinarily been the case. Formerly efficiency in steel making was regarded as lying chiefly in producing at a low cost, but low costs do not count for a great deal in these days of high prices. Some mills are demonstrating their efficiency by being able to furnish special steel, which commands fancy prices, while other mills do not seem to be in a position to do so. For several months past there have been many cases of steel producers buying ordinary steel and then turning around and selling special steel of their own manufacture, at a very great advance in price. Such cases are still coming to light.

Another line of efficiency has been in keeping mills open for the rich pickings to be obtained on prompt deliveries. Of course the bulk of the steel tonnage is produced by mills which do not charge premiums, but have more or less a fixed price and take care of their customers in rotation, or according to their specific needs, but the majority of the smaller mills are out for premiums whenever they can obtain them. Some were more far-sighted than others, and have their order books clearer for prompt business than is the case with others.

It seems to be distinctly the case with many mills that the earnings to-day are based not primarily on low cost production, but upon ability to render service by furnishing special descriptions of steel or special deliveries. It is a time when all departments about a steel mill must be particularly wide awake.

PROPOSED BANKRUPTCY ACT

From Credit Men's Journal.

Credit Men should watch with the utmost vigilance the proposed Bankruptcy Act for Canada. This measure will be introduced at this session or at the next, and we firmly believe that it should not be allowed on the statute books of the country until the credit men from coast to coast know its nature intimately and have a thorough appreciation as to its results.

We suggest that credit men of wholesalers and manufacturers of the different provinces appoint a committee from their number to consider the proposed legislation, and that from this number one or two delegates be selected to meet the delegates from other provinces at Ottawa. They should there spend some time in discussing the various clauses of the Act, and after they have amended and reframed the draft presented by the legal men to the Government, they should interview the Government, and endeavor to have the Act passed in accordance with their views.

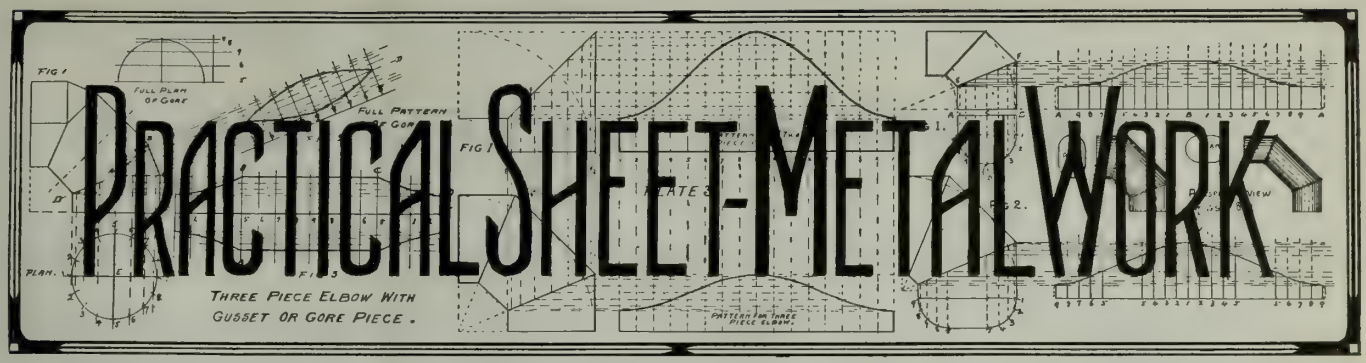
TAKING THE STORE TO FARMERS

From the Interstate Grocer.

Retail merchants of Smith Center, Kan., evolved a plan during the harvesting season which brought good results and probably put quite a crimp in the business of the mail order houses in that section. Realizing that the farmers would be too busy to come to town and, therefore, would probably order what supplies they needed from mail order catalogs, they decided to literally take their stores to the agricultural districts in automobiles.

Each machine was manned by a crew of two men, a chauffeur and a salesman, otherwise, one of the store. The auto was loaded to capacity with dry goods, groceries, clothing or hardware, as the case might be, and getting an early start, stops were made at the farm houses and orders taken and delivered on the spot. In case the farmer or farmer's wife wished something not carried in the stock, the order was taken and delivered the next day.

The plan was reported as being a success, the farmers receiving the salesman cordially and ordering liberally. One merchant reported sales averaging nearly $200 a day. Besides resulting in direct sales, the scheme helped to cement a friendly feeling between the merchants and the farmers, as the latter appreciated the enterprise of the local retailers in going out in this way after the business.



BY THOMAS STANFIELD

Fig. 1 To Trisect a 90 degree Right Angle

LET A-B-C be the right angle to be bisected. Take any point D in B-A and with B as centre and B-D as radius describe a circle cutting B-C at E. Now with E and D as centres, and with the same radius as before, draw two arcs cutting the arc DE as shown at C and F respectively. Then join BG and BF. These lines will trisect the right angle.

Fig. 2. To Construct an Equilateral Triangle on a Given Altitude

Let line X.X. be the given attitude Draw line AB. and from any point in it draw a line DC. at right angles to AB. the same length as the altitude XX. Next draw a straight line EF through C parallel to AB. Now with D as centre and with any radius less than DB, describe a circle cutting AB at G and H. Then with G and H as centres, and with the same radius describe two arcs intersecting the circle at J and K.

Now draw lines from point D to J and K, and produce them till they meet the line EF. The triangle formed by these lines is an equilateral triangle of the required altitude.

Fig. 3 upon a given line, to draw a regular pentagon.

Let line AB be the given line upon which the pentagon is to be described.

With B as centre and AB as radius, draw a circle as shown by A, C, D. Then extend line AB, cutting circle at D. Next bisect line AB at F.

With B as centre and BF as radius draw a circle. Then draw BG at right angles to AB cutting this circle at G. Now with G as centre and GD as radius. draw a circle cutting a continuation of GB at H. With D as centre and DH as radius draw another circle cutting the semi-circle A, C, D at J. Join BJ. BJ is the second side of a regular pentagon

Now bisect BJ at M. draw ML at right angles to BJ, meeting a line FL drawn at right angles to AB at L. With L as centre, and LB as radius, describe a circle which will also pass through A and J. With A as centre, and AB as radius describe an arc cutting the circle at 2, and with J as centre and JB as radius describe an arc, cutting the circle at 1. The figure 1, 2, A, B, J, is the regular pentagon required.

Fig. 4 to construct a triangle the length of the sides being given.

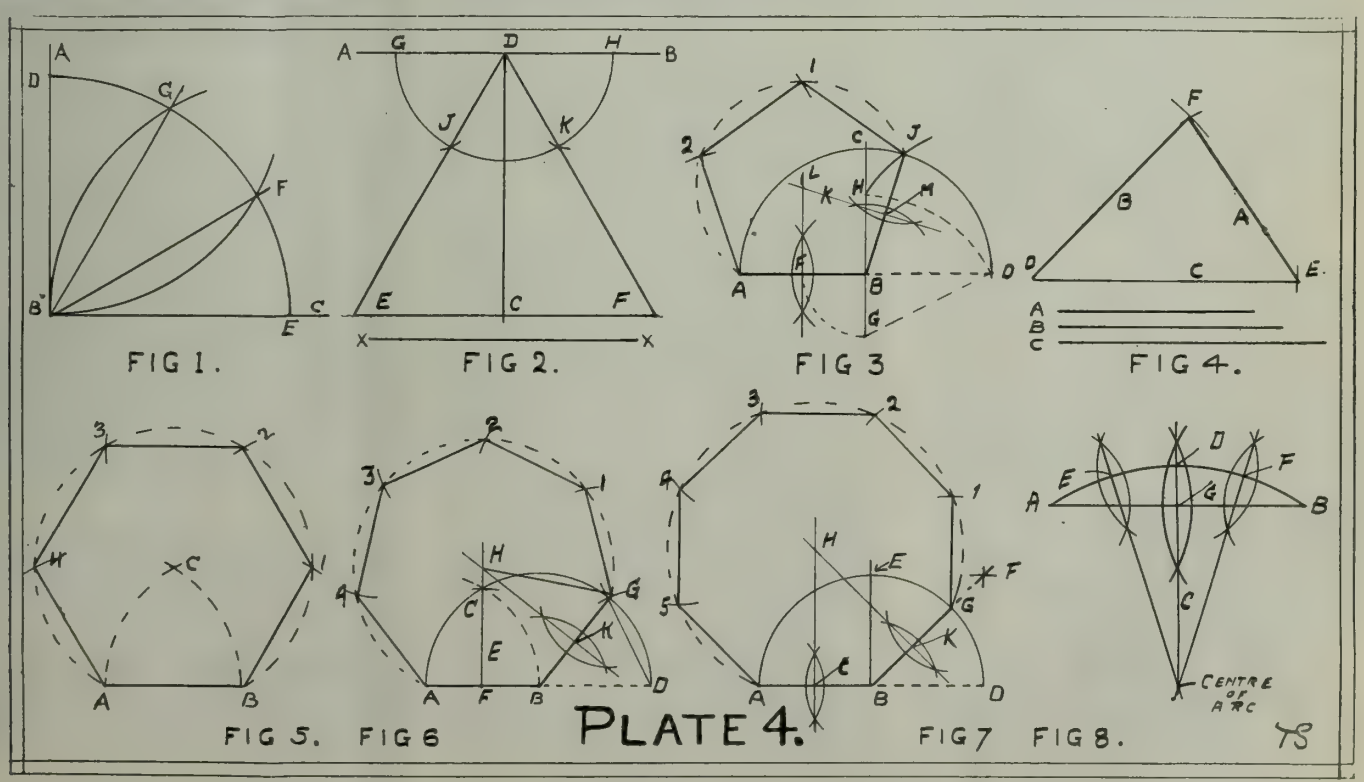
Let A, B, C, be lines of the length of the three sides of the required triangle. Draw the line DE equal in length to C. With D as centre and radius equal to line B, and with E as centre and radius equal to line A describe two circles cutting one another at F.

Then D, F, E. is the triangle required.

Fig. 5. To Draw a Regular Hexagon Upon a Given Line

Let AB be the given line. With B as centre and BA as radius, and with A as centre, and AB as radius draw two arcs intersecting at C. With C as centre, and with radius CA draw a

(Continued on page 49.)



EVENTS IN THE TRADE

To Make Silverware

Oneida Community Ltd., Oneida, N.Y. will open a plant for manufacturing silverware at Niagara Falls, Ont.

Personal

J. H. Ashdown, president J. H. Ashdown Hardware Co., Winnipeg, is at the time of writing still in a critical condition following an operation performed at Rochester, Minn., on February 10.

W. F. Macpherson, Prescott, Ont., Secretary Ontario Retail Hardware and Stove.

Chas. H. MacDougal, head bookkeeper for W. H. Escott & Co., Ltd., Winnipeg, for a good many years, has resigned and accepted the position of manager of the Canada Pure Products, Winnipeg. On the eve of his departure, the staff presented him with a gold-headed cane.

The marriage is announced to take place on Feb. 23 of Miss Jean Easson, daughter of Jas. Easson, 958 Bloor St. W., Toronto, to W. R. Dixon, hardware merchant. Sprucedale, Ont.

Western Canada Notes

J. C. McLellan, a former well known hardware man of Weyburn, Sask., but recently of Calgary, has accepted a position with Hoshal-Carmichael Co., Weyburn.

Among the western hardwaremen who are in Winnipeg for the bonspiel are Fred Doig of Glenboro, Man., who is skipping a rink; Jas. McEwen of Togo, Sask. C. S. Hill of Radville, Sask.; F. Marantz of Sifton, Man.; and A. C. Thierman of Thierman Bros., Webb, Sask.

In the fire which wiped out the business section of Bowden, Alta., on Monday last, the store of Christie & Bernard and the Barclay Hardware Store were among those which sustained loss. The general stores of William Murphy and Holliday Co. were also partially burned. The total amounted to $30,000.

The Western Canada Flour Mills Company have just completed a shipment from their Winnipeg mill of an order for flour placed with them by the French War Office for the use of their troops amounting to 500 carloads. The value of the order exceeds $1,000,000. The last lot consisting of a solid train-load left the mill a few days ago and the entire quantity moved via New York.

Mayor McBeath of Vancouver, B.C. has announced that the practice of offering chances of winning automobiles and other prizes as an inducement to the public to patronize stores and theatres, is illegal and must be stopped at once. One of the large Vancouver stores has been offering a 1916 six cylinder McLaughlin car free. For every 50c spent in the store, meats and groceries included, they gave a coupon entitling the purchaser to one chance. The person purchasing $5 worth was entitled to 10 coupons and so on.

Obituary

St. John, N.B.—The death occurred here of Daniel McNally, aged 87 years. Mr. McNally was for many years connected with W. H. Thorne & Co.

Walkerton, Ont.—Ray Vogan of S. W. Vogan & Son hardware merchants, a prominent business man, died here this on Feb. 16. He was stricken with appendicitis one week ago, and an operation performed in an effort to save his life proved futile. Deceased was thirty-eight years of age, and besides his wife, and infant son, he is survived by his parents, one brother, Sam W., and four sisters

The funeral took place on Friday afternoon.

Industrial Notes

Hespeler, Ont.—A. B. Jardine Co.'s plant, which was recently damaged by fire, will be rebuilt. Some of the machinery was badly damaged.

Toronto, Ont.—The Toronto Laundry Machine Co. will build an addition to its plant, to cost $2,800.

Toronto, Ont.—The Canada Pipe & Steel Co. will build an addition to its machine shop, to cost $3,000.

Toronto, Ont.—The Ontario Metal Products Co., have taken over the building which extends back from 50 Pearl Street to Adelaide Street. It is the intention to enlarge same with a view to further business development.

St. Catharines, Ont.—The Metal Drawing Co. will build an extension to their factory.

Toronto, Ont.—The Hamilton Gear & Machine Co. will build an addition to its plant, to cost $5,000.

Windsor, Ont.—The Universal Stove & Furnace Co. is considering the erection of a plant for the manufacture of stoves, furnaces, etc.

Business Changes

Swift Current, Sask. — Dougherty Small, have sold out to the Wetmore Hardware, Ltd.

Cupar, Sask. — The Meldrum, Ellis Shepperd Company's hardware and furniture store has been sold to F. C. Hesketh & Co.

Tara, Ont.—Walker & Merriam have purchased the hardware and tinsmithing business of McDonald & Watson.

Toronto, Ont.—C. D. Cutts, hardware has been succeeded by R. R. Woods.

Toronto, Ont.—Thos Crooks, Jr., hardware, has sold out to Ingram & McMaster.

Ayer's Cliff, Que.—Hale & Rawlins, tinsmiths, etc., have dissolved partnership, A. E. Rawlins continuing.

Rosebank, Man.—Jas. W. Tooke has sold out to T. Dennison.

Weyburn, Sask.—W. Buchanan has taken over the harness and saddlery end of the business of Fraser & Enticknap, the latter firm devoting the whole of their energies to the hardware lines. J. A. Hewitt, who has had charge of the harness department for Fraser & Enticknap, will join the staff of Mr. Buchanan. The latter is planning to take care of the wholesale trade in the Weyburn district.

Kerrisdale, B.C.—The partnership existing between T. H. Latimer and G. H. Watts, trading as the Kerrisdale Hardware Co., has been dissolved by mutual consent, and the business will be continued by T. H. Latimer. G. H. Watts will open a hardware store at 2280 4th Avenue, W. Vancouver.

Atlas Mfg. Co. Catalogue

A neatly gotten-up catalogue featuring steel shelf brackets, wire closet hooks, tinned spoons, fly swatters, fire screens, milk bottle carriers, etc., has been issued by the Atlas Manufacturing Co., New Haven, Conn. Copies will be mailed to hardwaremen on request.

Eureka Sprayer Booklet

The Eureka Planter Co., Ltd., Woodstock, Ont., recently issued a very practical 16-page booklet featuring Eureka sprayers, and giving some reliable information regarding materials, quantities, applications, etc., to use in spraying. Copies of the booklet will be mailed on request.

Twenty Years Ago
In the Hardware Trade

The following items have been taken from the issue of Hardware and Metal of Feb. 8, 1896:

"The premises of S. B. McClung and Co., stoves and tinwares, Trenton, have been damaged by smoke and water.

Editor's note: S. B. McClung & Co., are still in business at Trenton, Ont. The business of the company has grown considerably during the past twenty years. The fine new store of S. B. McClung & Co., completed early in 1914, was illustrated and described in the Fall Number (1914) of Hardware and Metal.

* * *

Vantuyl & Fairbank, Petrolea, have moved into their magnificent new store and are busy placing the stock in order.

Editor's note: The Vantuyl & Fairbanks Co., is still doing business in Petrolea.

* * *

C. A. Whitwam who was a partner and buyer for the Hamilton Hardware Co., has severed his connections with the company, and will in future be connected with a Western jobbing house. Mr. Whitwam was a partner in the firm of Black & Whitwam, afterwards Whitwam & Swanson, and this latter was fused, jointly with Ferres & Co., with the Hamilton Hardware Co."

Editor's note: C. A. Whitwam is vice-president and general manager of the Hobbs Hardware Co., London, Ont.

* * *

Some of the prices shown in Hardware and Metal's market reports of twenty years ago are very interesting with the prices in effect to-day. A few of the quotations are as follows:—Pure white lead in oil, $5 per 100 lbs.; turpentine, 46c per gallon; linseed oil, raw 55c per gallon; Paris green, casks, 13½c lb.; prepared paints, best brands $1 to $1.05 gal.; pig lead, 3¼c; bar iron, $1.55; cut nails, $2.50; pure manila rope, 9½c; sisal rope, 7¼c; barb wire, $3.12½ per 100 lbs; green wire cloth, $1.60 per 100 sq. ft.; spelter, domestic 4¾c; imported 4⅜c to 4½c and castor oil 6¾ to 7c.

INCORPORATION OF THE REMINGTON ARMS UNION METALLIC CARTRIDGE COMPANY

There have recently been rumors regarding the recent changes within the Remington-U.M.C. organization, and in order that the correct facts may be known, an official statement has been issued from the executive office as follows:—

The Remington Arms Works at Ilion, N.Y., the Remington Arms and Ammunition Works and the U.M.C. Cartridge Works at Bridgeport, the Remington-U.M.C. Cartridge Works at Windsor, Ont., Canada, the Remington-U.M.C. Cartridge Works at Brimsdown (near London, England), and the plant formerly operated by the Robin Hood Ammunition Co., at Swanton, Vermont, purchased by the Remington-U.M.C. Co., in June, 1915, were amalgamated into one corporate company under the name of "The Remington Arms Union Metallic Cartridge Company," and incorporation papers were filed under the laws of the State of Connecticut on January 15, 1916.

D. S. MORRIS

who has been appointed special store salesman for Wood, Vallance, Ltd., Winnipeg. An announcement regarding Mr. Morris' appointment appeared in last week's issue of Hardware and Metal.

The capital stock is $60,000,000 divided into 1,200,000 shares with a par value of $50 each. Of this, $20,000,000 is preferred stock paying cumulative dividends of 7 per cent., and $40,000,000 is common stock.

The new corporation will continue to operate all of the above named plants.

The officers of the company are:—M. H. Dodge, president; S. F. Pryor, 1st vice-president; C. L. Reirson, vice-president; C. C. Tyler, vice-president; I. S. Betts, vice-president; George Bingham, secretary and treasurer.

The general offices of the company will continue to occupy the 26th floor of the Woolworth Building, No. 233 Broadway, New York City. In addition to the officers above mentioned, the personnel of the executive force is as follows:

A. F. Hebard, general sales manager; H. J. Strugnell, assistant general sales manager; C. W. Many, assistant treasurer; A. H. Meyerhoff, general purchasing agent; T. L. Briggs, advertising manager

Mr. Betts continues also to act as general export manager, with Mr. Carroll Stevenson, assistant export manager.

Brockville Company Elects Officers

Brockville, Ont.—The annual meeting of the shareholders of Canada Foundries & Forgings, was held at the company's offices here last week. The following were elected directors for the current year: — F. C. Billings, Hartford, Conn.; Henry Bertram, Dundas, Ont.; John H. A. Briggs, Brockville, Ont.; F. D. Canfield, jr., New York.; John T. Dillon, Titusville, Pa.; Thos. J. Dillon, Welland, Ont.; Hon. George P. Graham, Brockville, Ont.; J. Gill Gardner, Brockville, Ont.; H. B. Hausser, Toronto, Ont.; Clarence F. Smith, Montreal, Que.; Hon. W. J. Shaughnessy, Montreal, Que.; Wm. M. Weir, Montreal, Que.

Wm. M. Weir was appointed president; J. Gill Gardner, vice-president, and John H. A. Briggs, secy.-treas.

Give Merchants Time to Sell Matches

Ottawa, Ont.—Hon. T. W. Crothers, Minister of Labor, has given notice of a bill to amend the white phosphorus matches act. The amendment will extend for six months from January 1 of this year, the time allowed during which the white phosphorus matches may be sold and for one year the time during which they may be legally used. Under the legislation of the session of 1913 the manufacture of white phosphorus matches was prohibited after January 1, 1915, and the sale after January 1, 1916. It was found that considerable stocks of these matches were still on hand at the beginning of this year, and it is deemed reasonable to allow merchants a longer period of six months to get rid of their stocks.

Evinrude Motors for 1916

Evinrude Motor Co., Milwaukee, Wis., recently issued an attractive thirty page catalogue, splendidly illustrated, featuring Evinrude motors for 1916. In addition to the single-cylinder models, a new model, the Evinrude four-cycle twin, is featured in the 1916 catalogue. A number of new features are also shown in the single-cylinder type of motors. Evinrude motors are for use on canoes, sharp-pointed skiffs, duck-boats, house-boats, sailboats, yachts, dinghies, scows, work boats, rafts, etc.

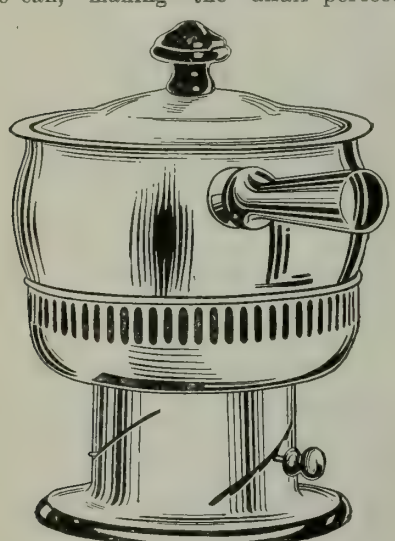
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

STERNAU APPLIANCES

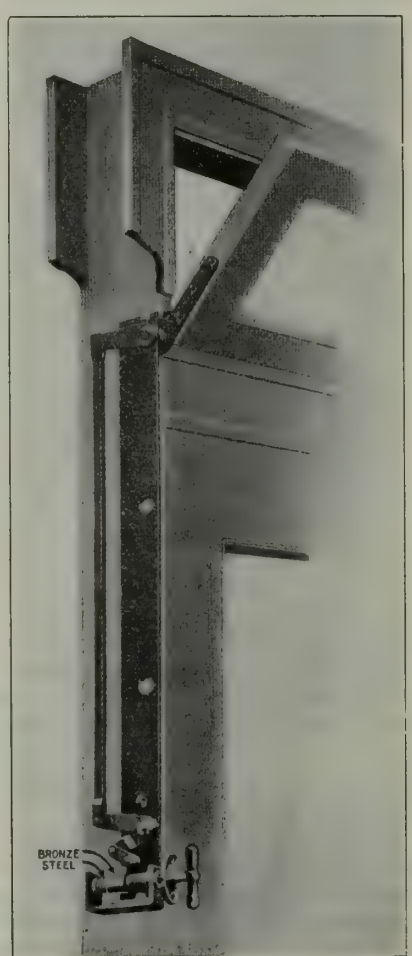
S. Sternau & Co., New York, N.Y., have recently produced a number of new appliances to be used in connection with their canned heat. The most interesting of the Sterno appliances are the "Big Three." Included are three types of boiler, ranging from a simple to an ingenious form. In each case the legs of the stand fit nicely into three grooves of the can, making the affair perfectly stable and non-upsettable. One of the accompanying illustrations shows an outfit that retails at 75c. The boiler is quart size, heavily nickeled, fitted with non-heating ebonized knob. The collapsible stand rests within the boiler when packed for traveling.

Sternau Outfit to retail at $1.50



Sternau Outfit to retail at $2.50

The outfit which retails for $2.50, is also shown in one of the accompanying illustrations. This outfit is said by the makers to be the most ingenious of the "Big Three," a handsome boiler and stand with ebonized base and equipped with a wind shield and flame control. The makers state that it is not subject to flickering even in a strong, breeze. The heat is quickly adjusted to suit the present need.



Rixson Concealed Transom Operator

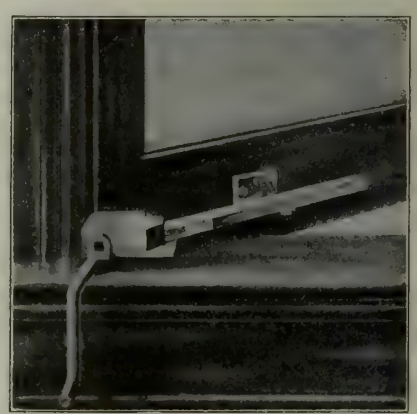
Still another outfit, is one that retails for $1.50. The globular boiler is made of solid brass, heavily nickeled and polished. The cover is also of brass. The boiler has non-heating ebonized handles and is supplemented with a fine satin finished serving tray.

Sterno canned heat, used in the appliances described in the foregoing is a pinkish substance, which looks and feels like cold cream and is guaranteed by the makers to be safe in handling, as it is non-explosive. It will burn for over one hour, it is claimed, and can be lighted over and over again. F. W. Lamplough & Co., Unity Building, Montreal, are Canadian representatives.

RIXSON OPERATORS

The Oscar C. Rixson Co., 501 South Jefferson Street, Chicago, Ill., offers to the Canadian trade the Rixson casement operator, and the Rixson concealed transom operator, here illustrated.

The manufacturers in announcing the Rixson casement operator state that the increased use of windows swinging out has created a demand for a device that would enable a person to open or close the window without opening the fly screen which must of necessity be on the inside, and would lock the sash automatically in any position. One of the accompanying illustrations shows the operator in use. On account of the screw mechanism used, a window equipped with the device is always locked in whatever position it is left, and cannot be moved except by turning the handle and when closed the window is held absolutely tight. The makers state that the mechanism being of the screw type develops ample power to handle almost any kind of windows. The driving screw is of steel with double square threads. The traveler that runs on the screw is of cast bronze, thus avoiding the danger of the two parts rusting together. The slide which runs inside the arm is covered with fibre, which makes the device noiseless and also eliminates friction. The device can be concealed below or placed on top of the stool. It is equally effective whichever way it is used, and swings the window wide open (90 degrees).



Rixson Casement Operator

(Continued on page 54.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Another heavy budget of price changes has been announced this week by hardware wholesalers and manufacturers. Most of the price changes are in an upward direction, and have been freely predicted in HARDWARE AND METAL during the past few weeks. The announcement of Canada's second war budget this week has cleared the atmosphere to a considerable extent, as some firms, despite recent predictions to the contrary, have been of the opinion that the general protective tariff would be further increased. The new tax on oils will not affect the hardware trade to a very great extent. Among the price changes this week are advances on rope, wire, screen cloth, drills, fancy butts, hammers, farm bells, roofing materials, iron washers, copper rivets, lead, tin, copper, spelter, liquid cement, wire. Sheet window glass has declined 10%. Some paint manufacturers have already put into effect the advances in price which had been announced to become effective March 1. Business is improving and collections are very satisfactory. Jobbers are experiencing difficulty in securing supplies of some lines.

MONTREAL

MONTREAL, Feb. 18.— Activity in the general lines of the hardware trade continues. There is evidence that in the country the retailers are not only inclined to buy early but they are substantially increasing their demands; in the city the spring buying is not yet in evidence but a fair business is expected later. The performance of the metals, with copper at the highest point in forty years, is the feature of the week and there are general advances through the list. As regards heavy goods, such as manufactured iron and steel, there is a steady demand but there is an absence of the feverish buying of January when advances were being so rapidly made; dealers appear to have protected themselves pretty well and are not much inclined to speculate further with the market at such a high level. So far as actual improvement in the situation is concerned there is little or none. Some small shipments are being received by dealers but for the most part orders are being filled from stock and while this continues adjustments to higher prices must be expected to continue from time to time.

While copper has led the metal advance with an additional increase of 3c, spelter has made a strong showing and both lead and tin have also advanced. British demand for copper for munitions purposes seems to be the main factor in the whole movement and predictions are not wanting that the top has not yet been reached. Copper and brass products are very firm and higher prices are predicted. In brass and bronze lines of builders' hardware there appears to be some difficulty in getting deliveries and should a demand arise for these lines materially higher prices may be looked for.

In the steel field there is another advance on galvanized wire with other wire products likely to join in the movement before another week; nails are also very firm. Terne plates have been advanced and there are general readjustments of chain prices as between American and Canadian manufacture. Poultry netting staples are higher and on an entirely new basis. Other items showing advances are: copper rivets and burrs, iron washers, rope, drills, spring hinges, fancy butts, bathroom fixtures, certain types of hangers, saw-vises, spoons No. 900, farm bells, hammers, liquid cement, roofing materials of various kinds, and some items in the scrap metal list.

While the general prediction of higher prices for steel and iron manufactures still holds, fence wire and nails apparently stand out for early action. Manufactures of copper and brass may also be expected to go up. Copper rivets and burrs are said to be slated for an early increase. Rubber hose will undoubtedly be higher on spring quotations.

Tin on the Advance.—The firm situation in tin referred to in recent reports of the local market has been followed by pronounced strength and an advance of half a cent is recorded. New York reports that there has been renewed domestic buying at a time when the foreign situation began to taper off. Strength has been due to this buying which seems to be largely the effect of sympathy with the general upward movement of the metals evident for the past two weeks; at the same time it is generally recognised that tin can stand on its own feet at the present quotations. Supplies are now coming freely but there is a chance that this may not continue as there is evidence of certain difficulties in getting permits of shipments from the Straits. Besides if Great Britain should feel a shortage she would seize upon certain cargoes which now have to report at London before coming to New York. Montreal quotation: 47-47½c,—firm.

Copper Goes Up and Up. — Copper continues as the sensational feature of an activity general through the metal markets and gains on the local figures of 2 cents since last report are recorded. London is still the chief factor in the advance and dealers are wondering where the movement will end. It would appear from the recent developments that the war estimate of the consumption of the metal has been under-rated and even the big 60,000 ton order of the British Government has not been sufficient to balance the increased consuming demand. Producers report that they are turning down orders for early delivery and if second hands have supplies to meet the demand they are evidently holding off for higher prices Altogether the situation is one of the most strained in the history of the copper trade and although the present price level is the highest in the past forty years predictions are not wanting that there will be further gains before the top is reached. Montreal quotation: 32-32½c—strong and advancing

Lead Goes Up Again — Lead well maintains its advancing movement and the local quotations have been marked up another quarter cent. This increase has come with another advance on the part of the American Trust and late reports from New York are that the market is strong at an advance. The good demand for metals generally is a strong factor for firmness and the Trust appears to be getting all the business it can handle although few orders are appearing on the open market and their volume is, therefore, rather difficult to judge. It is considered that further advances are likely as the position of the metal is regarded as low compared with copper,, spelter and antimony. Montreal quotations: 8½-8¾c—strong

Spelter is Strong. — Although there has been no advance on the spelter quotations of a week ago, the market is very strong and higher prices are predicted. New York has shown an advance of 1 cent since last report and though the demand there is not so great as for some other metals the producers

are making but light offerings and are evidently endeavoring to take advantage of the present high market in relation to their futures. Montreal quotation: 23½- 24c—very strong.

Antimony Steady. — The antimony market is comparatively steady on the nominal advance of 5 cents reported last week. New York reports large arrivals recently but that there is apparently very little of this antimony for sale, the result being that prices are slightly higher than at last writing; futures are also very firm. Montreal quotation: 50c, nominal.

Zinc and Aluminum. — The upward movement of sheet zinc continues in line with spelter and this week's quotations are up 1 cent—to 31 cents for casks and 31½ cents for part casks. Aluminum is somewhat firmer at the nominal quotation of 68c in sympathy with the American market where small advances are recorded.

Solder Remains Steady.—The solder situation remains without change worthy of mention. Quotations for commercial half-and-half are 27-28c and for strictly half-and-half 29c-30c.

Iron and Steel Situation.—The end of the upward movement in the manufactures of iron and steel does not yet appear to be in sight. Some small deliveries of manufactured steel are being secured from the mills, but for the most part orders are being filled from stock and as these stocks become exhausted the tendency towards higher levels will continue. However, the feverish demand of a month ago is not in evidence and the trade which has evidently fairly well protected itself is not showing any general disposition to load up on a speculative basis, particularly when there is some question as to the extent of the consuming demand. Higher prices are being quoted on wire and on chain. The fact that American mills turning out such products as wire, sheets, plates, shapes, etc., are reported to be sold out until the end of the year would indicate that a marked or permanent improvement in the situation is not to be looked for for some time. However, prices are admittedly higher and if there are further advances they will come more slowly than during the heavy buying movement.

Copper and Brass. — With the continued upward movement of copper the position of copper and brass products is moving to abnormally high levels. Changes in bars, sheets and wire and not recorded this week but predictions are that advances may take place within the week. Certain lines of builders hardware are also likely to be materially affected.

Sheets and Plates.—Prices of sheets and plates are unchanged for the week but dealers state higher prices are to be looked for. Orders continue to be filled from stock and supplies are getting so low that adjustments are forced from time to time. Boiler tubes and pipe may continue to be considered in the same class.

Terne Plates Higher.—An advance of 25c has been made on charcoal terne plates which are now quoted: Dean or I G grade—I C 20 x 28, 112 sheets, 216 pounds,$9.75; 200 pounds, $9.50. There is a more substantial advance of 50c and $1.00 on the Cokes, bright, quotations now being: Bessemer steel, I C, 14 x 20 base, $5.25; 20 x 28, double box, $10.50.

Galvanized Wire Higher. — Further advances have been made on the quotations for galvanized wire, prices being raised 10 cents. This follows another change of wire prices in the United States where $2.00 has again been added to the ton quotation. New figures are:

No. 9 coil spring	$4 15
No. 9 plain galvanized	4 10
No. 12 plain galvanized	4 25
No. 13 plain galvanized	4 35

Nails May Go Higher. — With this further advance on galvanized wire, it may be expected that other wires and nails will again move to higher levels. Pittsburgh reports that nails are quoted $2.30.

Barb Wire.—Although in the advance in wire prices this week, barb wire has not been affected, a higher quotation may be looked for as barb is included in the advances made this week in the United States.

Wire Cloth Up Again.—Following the advance on wire cloth referred to last week, there has been still another increase in the price announced. The painted screen in one hundred foot rolls is now quoted at $1.87½ as compared with the last price of $1.75.

Poultry Netting Staples. — Material changes are announced in the prices and basis of quotations for poultry netting, both list prices and discounts being altered. The following summary now covers the situation: Galvanized 100 lb. kegs, list price $12.00, discount 40 and 12½ per cent.; bright add $1.10 to galvanized net. 50 lb. kegs add 30c to each; 25 lb. kegs add 40c and 10 lb. kegs add 80c.

Boat Nails Higher.—Boat nails have been affected by the upward movement of wire products. The discount on the galvanized is now 17½ per cent. and on the bright 30 per cent.

Chain Market Unsettled. — Owing to material advances in the price of American chain the situation as between that product and the Canadian make has become very unsettled. Wholesalers are evidently adjusting their prices to their own stocks without much respect to the market. The result that quotations are nominal for the time being with considerable difference between the figures given by different houses.

Copper Rivets and Burrs.—With the further advances in the cost of copper, another change has been made in the quotation for copper rivets and burrs or rivets with the usual proportion of burrs 15 per cent. is now added where formerly they were net: and for burrs only 30 per cent added as compared with 20 per cent. formerly.

Iron Washers Advance.—Another advance on iron washers has been announced, the new discount being 35 per cent. as compared with the former discount of 42½ per cent. This discount is on the full box basis and there are extras for smaller quantities.

Rope Still Higher. — The upward movement of rope like that of the metals seems to have no limit. The latest increases are 1 cent for pure Manila and ½ cent for British Manila and African hemp and for lath yarn. New quotations follow:—Pure Manila, 21c basis; British Manila, 17c basis; African hemp 17c basis; Single lath yarn, 13c basis; Double lath yarn, 13½c basis.

Drills Again Higher. — Still higher prices have been announced on drills, practically the whole list being affected in the change of discounts. Items which indicate the new bases follow:

Bit stock drills, 60 per cent.; Wood drills, 30 per cent.; Straight shank drills 60 per cent.

Spring Hinges Go Up. — New and higher prices are announced on spring hinges. Quotations per gross now are Number 5, $18.60—advance 60c; Number 20, $9.75—advance $1.25; Number 50, $24.—unchanged; Number 51, $10.-20—advances 60; Number 120, $18.60—advance $1.20; Number 2255, $19.20.

Builders Hardware.—Although there has been no marked improvement in the demand for builders hardware, dealers report that there is some difficulty in getting deliveries from the makers. This appears to be due to the fact that the output of brass and bronze fittings have been light, probably owing to the high cost of the raw materials. Anything like activity in such lines with copper at the highest level in forty years would undoubtedly result in immediate and substantial advances in prices.

Fancy Butts Higher.—A number of lines of fancy butts which do not come into the general trade have recently been advanced in price. This is evidently the direct result of the rising cost of copper and other raw materials.

Lead Pipe Very Firm. — With still another advance in lead, the market for sheets and pipe and other products of that metal is very firm. Quotations are $10.50 for lead pipe and $11.50 for lead waste pipe.

Bolts and Screws Very Strong.—The prediction is made on good authority in the trade that there will be further advances in bolts and screws and that these are likely to be of a substantial character. The rising cost of raw material is no doubt the controlling factor in this market.

Bathroom Fixtures Higher.—The cost of bathroom fixtures has been advancing with the higher markets for raw manufacturing materials. One wholesale house announces that there have been increases of about 10 per cent. put into effect this week.

Rubber Hose to be Higher.—With the general upward movement of rubber manufactures there comes a report that there will be materially higher prices for rubber garden hose next season.

Some Hangers Advance.—The prices of some of the brands of hangers handled in the trade have been advancing recently under the influence of the higher

cost of manufacture. Atlas and Stearns are two of those which have been affected.

Saw-Vises Higher.—New and higher quotations are now in effect on saw-vises. Number 80 is quoted $4.00; number 81, $6.50 and number 95, $7.90.

Table Cutlery. — A popular line of table cutlery known as Number 900 spoons has again been advanced. New quotations are: table $3.70; tea, $1.85 and dessert, $3.50.

Farm Bells.—A local wholesale house announces an increase in the prices quoted for farm bells. New quotations are: A $4.30 each, B $3.00 each and C, $2.55 each.

Hammers are Higher. — There have been general advances recently made throughout the list of hammers and these have embraced a great many sizes and varieties. The increase can be directly traced to the higher prices prevailing for the raw material entering into their manufacture. The present increase appears to be generally about 5 per cent.

Roofing Papers and Materials.—Recent adjustments have been made in the prices quoted for different roofing papers and materials, sheathing, etc. Following are new quotations:

Resin sized fibre per roll, 44c; Tarred fibre, good luck 64c; Dry fibre, 52c; Sheathing, Shield, dry, 35c; Sheathing, Shield, tarred, 43c; Sulphate, Black Cat, dry 60c; Sulphate, Black Cat, tarred 80c; Liquid roofing cement, 22c.

Utensils. — Although there is no change in the quotations for utensils this week, the advances in the metals of the past two weeks have had the effect of creating a very strong situation and higher prices may be necessitated on this account. Reports indicate that there is a very fair business being done in these lines.

Old Materials.—As the upward movement of the metals continues there are corresponding increases in the market quotations for scrap. New quotations this week are as follows:

Brass, heavy 12¾ c lb.; Brass, light 11c lb.; Copper, heavy 20½c lb.; Composition, No. 1, 16c lb.; Composition turnings 13½c lb.

TORONTO

TORONTO, Ont., Feb. 17.—The introduction of the war budget last Tuesday has cleared the air, as the extent of the new legislation is known, and there are no tariff changes proposed with the exception of a tax on petroleum, fuel and road oil.

That a change in the tariff was anticipated in some quarters is indicated by the record Customs receipts in Toronto. Some houses had also been buying fairly heavily, but largely as a precautionary measure. The chief feature of the war budget is a business tax on financial, industrial, transportation and other corporations, and also on munitions firms. In the case of the above, the tax is 25 per cent. on net profits since the beginning of the war in excess of 7 per cent., while on individuals, partnerships and associations, with a capital of more than $50,000, the tax will be the same except that 10 per cent. will be allowed instead of 7 per cent. The proposed legislation may possibly be amended in some details, but in the main it will no doubt go through. Manufacturers of hardware and some jobbers will be affected by the tax, but whether it will affect prices is difficult to say. The fact that prices have been for some time and are still going up may induce manufacturers and others to absorb the extra cost. The tax of half a cent per gallon on petroleum fuel oil will not affect other varieties of oil, such as lubricating and illuminating oils. Petroleum fuel oil is used extensively for farm tractors and oil engines, and in industrial plants, on steamships, etc.

More Price Changes.—There has been as usual a number of price changes made during the week, and others are contemplated. The steady increase in cost of practically all raw materials is exerting a widespread influence and causing considerable uncertainty in hardware circles. A large number of products, composed either wholly or partly of steel, are being affected, with the result that prices continue to advance, and deliveries are getting more backward. The ingot metal markets are again strong, and copper, tin, spelter, and antimony have all advanced. Cost of production is increasing, and there is no indication of any cessation in the advance of prices. The market looks as if it had not by any means reached the highest level. Deliveries from manufacturers in certain lines show no improvement, but rather an indication that conditions in this respect will be worse. The price changes this week include Manila, hemp and sisal rope, wrought butts, heavy and light tee strap hinges, boxwood rules, hand saws, boiler plates, copper rivets, plate washers, pressed steel spikes, plate glass, cotton and wool waste, whiting, babbitt metal, steel squares, hammers. Higher prices for wrought iron pipe, both black and galvanized, are looked for, while copper ware, tin ware, enameled ware, and galvanized ware are expected to advance.

Steel Market Strong.—The steel market is very strong, and prices continue to steadily advance. The steel companies have so much business that they are getting more behind than ever on deliveries. The production of bars for shells is sold up practically for the rest of the year. The scarcity of steel is getting more acute, and there is a great possibility of a famine in steel products. The supply of steel from the States is almost entirely cut off, throwing the entire demand in Canada on the Canadian mills, while in addition there is a large export demand. The announcement that the Canadian Car & Foundry Company will reopen the Welland plant is an indication that the domestic trade of Canada is getting back to more normal conditions. It is stated that the company has orders on the books to keep the plant operating at capacity for many months. The output will consist of reinforcing bars, flats and angles, while in addition shell steel will be produced. The report for the past year issued by the Nova Scotia Steel & Coal Company shows that this concern had a record year, and has made large profits. The steel industry was never before in such a sound position. As already intimated, prices on a number of steel products have been advanced, and include the following:— Boiler plates, ¼ to ½ in., have advanced 25c, and are now quoted at $3.20, with heads at $3.45 per 100 lbs. Tank plates, 3/16 in., are now quoted at $3.55 per 100 lbs. Pressed steel spikes, ⅝ in. diameter, are now quoted at $3.75 per 100 lbs. Higher prices have been announced for proof coil and electric weld coil chain. The new discount on plate washers is 32½ per cent.

The large steel mills in the States are sold up on heavier products for the rest of the year, and some business has been booked for plates and shapes for the first quarter of 1917. The United States Steel Corporation reports unfilled orders on hand on January 31st at 7,922,767 tons compared with 7,806,220 tons on December 31st. The heavy demand for steel bars continues, both for export and domestic consumption, and prices are largely nominal, depending to a great extent on delivery. Wire rods are scarce and higher, $50 per ton having been offered for Bessemer or open-hearth rods for shipment in two to three months from date of contract. It is reported that a sale of 2,000 tons of Bessemer rods was made recently by a Pittsburgh mill for export to Canada at $45 or higher. There is no improvement in the billet situation, and it is causing considerable anxiety to consumers. Open-hearth billets have advanced, and are now quoted at $35 per ton Pittsburgh.

Pig Iron.—The market is quiet, but prices are firm and unchanged. The demand for steel making pig is heavy, and there is some improvement in demand for foundry grades.

Old Materials.—The situation in this market is unchanged. There is a good demand for copper and brass scrap, and prices are higher, being about 1c per pound above last week's level. Business is fairly good for other metals, and the market is firm.

Machine Tools.—The situation in the machine tool market is unchanged, the demand being lighter, but steady. Conditions in the States are affecting the local market. A number of important manufacturers in the States have advanced their prices 10 per cent. on nearly all machine tools. Prices now are approximately 25 to 60 per cent. higher than they were a year ago. Deliveries have improved, but are still backward.

Metal Market Strong.—The influence of the London market is being felt locally, and higher prices have to be noted for copper, tin, lead and spelter. As regards copper, the situation is abnormal, and there is little doubt that considerably higher prices will be reached. Tin at the present figures is reasonable, and may go higher as the market is affected by freight rates and insurance, the latter having recently gone up.

Spelter, as in the case of copper and tin, advanced in London, with the result that prices locally have advanced. The "Trust" price for lead is higher, and local quotations have advanced slightly. Antimony is higher, and quotations nominal, while aluminum is firm at last week's figures. Solders are unchanged, but firmer in sympathy with the tin market. There is a very fair demand locally, and stocks on hand are light.

Copper Very Strong.—The abnormal situation in the copper market continues, and prices have again advanced. The advance in London caused a sensation in that market, and was due to a scarcity of metal. No one can say where the market will stop, but it is generally believed that prices will go considerably higher. Producers have practically control of the situation owing to the enormous demand, which promises to increase rather than otherwise. Copper locally has advanced 1c, and quotations are nominal at 30c to 31c per pound.

Tin Higher.—The market is higher, following an advance in London. Tin is reasonable at present prices, and may go still higher, as insurance rates have recently been increased. There has also to be considered the possibility of shipments being lost at sea, although at the present time the visible supplies are fairly heavy. Tin has advanced 1c, and is quoted at 47c to 48c per pound.

Spelter Strong.—The market is firm and higher, both in London and New York, due to improved demand principally from the brass mills. Zinc ore is quoted from $95 to $118. Joplin, Mo., spelter has advanced 2c, and is quoted at 25c to 26c per pound.

Lead Up.—The market is quiet, but firm, at higher prices. The "Trust" advanced prices to 6.25c New York, and the market is firm at that figure. Lead is quoted locally at 8¼c to 8½c per pound.

Antimony.—The market is very strong and higher, with prices nominal. Spot metal is very scarce, as is also March delivery. The demand has greatly improved; the Dominion Government has recently concluded a large purchase of Chinese antimony, which has had the effect of strengthening the market. Local quotations have advanced 2c, and antimony is quoted at 47c per pound.

Aluminum.—The market has strengthened by reason of a better demand, but prices are unchanged at 68c per pound.

Solders.—Prices of solders are unchanged, although an advance may be expected in the near future owing to increase in strength of the tin market. Fair business is reported at prices given in the current market quotations.

Boiler Plates Again Advance.—The increase in prices of and scarcity of steel has caused another advance in boiler plates, which are now quoted as follows: Plates, ¼ to ½ in., $3.25; heads, $3.45, and tank plates, 3/16 in., $3.55 per 100 pounds. The market is very strong and further advances may be looked for.

Copper Rivets, New Discount.—Owing to the extraordinary high price of copper, makers of copper rivets have been obliged to advance prices. The new discounts are as follows:—Copper rivets, with the usual proportion of burrs, list plus 15 per cent., and burrs only are list plus 30 per cent.

Babbitt Metal.—The cheaper grades of babbitt metal have advanced, as the cost of raw materials entering into their manufacture is considerably higher, and more so in proportion than the metals composing the higher grades. The latter may advance, however, but the range of prices covers so many grades and different mixtures that higher prices are less probable than in the case of the cheaper grades, which represent a minimum level.

Galvanized Sheets Firm.—The market is very firm at the higher prices quoted last week. The situation continues irregular and uncertain, as a result of conditions in the spelter market and steady increase in cost of black sheets. Galvanizing plants in the States are still operating at considerably reduced capacity owing to the unfavorable conditions prevailing in the trade. The cost of raw materials, sheets, spelter and acid is so high that there is very little profit being made by makers of galvanized sheets.

Tee and Strap Hinges Up.—Prices of heavy and light tee and strap hinges have been advanced, the new discounts being as follows:—Heavy hinges, 27½ per cent., and light hinges, 57½ per cent. The previous discounts were 33 1-3 and 65 per cent. respectively.

Boxwood Rules Advanced.—Manufacturers of boxwood rules have advanced prices, but the new list has not yet been adopted.

Wrought Butts Higher.—Manufacturers of wrought butts have again advanced quotations, and the probable resale prices will be as follows:—Nos. 804 and 840, 57½ per cent.; 800 and 838, 50 and 5 per cent.; 808, 50 per cent.; 814 and 810, 45 per cent.

Rope Very Strong.—Prices of rope have again advanced, and the market is very strong. The record prices for rope which now prevail are a result of extraordinary conditions which prevail in the raw material markets. There is a great scarcity of Manila and stocks in the hands of importers are very light, while the difficulty of obtaining tonnage and high freight rates have caused the situation to become acute. Sisal prices are unchanged, and the situation is easier than in the case of other fibres. By reason of the advances in all other fibres, sisal is now the cheapest of all the leading fibres. Russian hemp quotations are still unavailable, and great difficulty is being experienced in getting tonnage for Italian hemp. All Italian twines have advanced 3c, and jute twines 1c per pound. The following are the new prices, but a further advance is looked for:—Pure Manila has advanced 1c, and is now quoted at 21c per pound. British Manila and African hemp have advanced ½c, and are both quoted at 17c per pound. Lath yarns have advanced ½c, and are quoted at 13c for single and 13½c for double. The above are basis prices for ⅝ in. and larger.

Waste Higher.—Prices on practically all grades of cotton and wool waste have advanced, due to increase in cost of raw materials. Prices are ¼c to ¾c higher, and are given in the current paint market quotations.

Wire Cloth Advance Confirmed.—Last week an advance in wire cloth was reported, and probable prices published. The advance has now been confirmed, and the new prices for black wire cloth are as follows:—In 100 feet rolls, $1.87½ and in 50 feet rolls $1.92½ per 100 square feet.

Wire Nails Firm.—The market continues strong, and wire nails are very firm at $3.15 per keg base. There is no improvement in the wire rod situation; prices are high and rods scarce, with deliveries very backward. Higher prices for wire nails are looked for. Cut nails are firm and unchanged at $3.20 per keg base.

Kitchen Utensils.—Owing to the continued increase in cost of raw materials, especially ingot metals, higher prices are looked for almost immediately in copper ware, tin ware, enameled ware and galvanized ware. Steady business is reported in these lines, and the market is very firm.

Wrought Iron Pipe.—The market is very firm, and another advance in both black and galvanized pipe is expected in the near future on account of the steady increase in cost of raw materials. Prevailing prices are given in the current market quotations.

Iron Washers Advance.—There has been a change in the discount on iron washers, the new discount being 37½ per cent., as against 40 per cent.

Hand Saws Change.—Hand saws have advanced 10 per cent., and are now quoted net list.

Wire Clothes Line.—Prices of wire clothes line have been revised, and are now quoted as follows:—No. 17, 7-strand, $5.30; No. 18, 6-strand, $3.75; No. 19, 6-strand, $3.25 in 50 and 100 feet coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels.

LONDON

LONDON, Feb. 15.—Business conditions are just fair at the present. Snowfalls have increased the sales of some winter lines, but have also helped to keep people indoors. The merchants are taking an early delivery of spring bookings.

Linseed Oil.—There has been no change in the prices of linseed oil, but the market is firm and quotations are as follows:—Raw, 1 to 2 bbls., $1.02 per gal.; 3 to 5 bbls., $1.01 per gal.; 6 to 9 bbls., 99c per gal. Boiled, 1 to 2 bbls., $1.05 gal.; 3 to 5 bbls., $1.04 gal.; 6 to 9 bbls., $1.02 gal.

Turpentine.—No change has been made in the price of turpentine, and quotations locally are as follows:—1 bbl. lots, 87c gal.; 2 to 4 bbls., 86c gal.; 5-gal. lots, 94c.

White Lead.—The lead market is very firm. Pure lead in oil in ton lots, $11.45 per 100 lbs.; less than ton lots, $11.75 per 100 lbs.

Glass.—Owing largely to the cutting of prices among dealers, there has been a general decrease in the price of glass of 10 per cent. The lower price has not resulted from a cheaper market price. Quotations are: Single diameter, 30 and 10 per cent.; double diameter, 30 and 10 per cent. Cut lights, net list. Following are the net prices of glass figured at 30 and 10 per cent.:

	Per Case. Single Diamond	Double Diamond
Up to 25 in.	$4 92	$ 7 50
26 to 34	5 14	8 10
35 to 40	5 36	8 57
41 to 50	7 40	9 77
51 to 60	7 73	9 99
61 to 70	8 25	10 58
71 to 80	9 30	11 57
81 to 84	....	14 33
85 to 90	....	15 35
91 to 94	....	15 75
95 to 100	....	18 27
101 to 105	....	20 16
106 to 110	....	23 31

Fence Wire Higher.—Galvanized wire has gone up 10c per 100 lbs. Quotations are: Barb, $3.85; No. 9 galvanized, $3.50; No. 12 galvanized, $3.65; No. 13 galvanized, $3.75; 9-coil spring, $3.55; O and A, No. 10, $3.46; O and A, No. 11, $3.53; O and A, No. 12, $3.60; hay baling, No. 14, $3.70.

Nails show no change. Wire quoted at $3.15 base; cut, $3.10 base.

Fence Staples.—No change has yet been made in price of fence staples, and quotations are as follows:—Galvanized, in kegs, $4 20; galvanized, 25-lb. boxes, $4.45; bright, kegs, $3.35; bright, 25-lb. boxes, $3.60.

Rope has Advanced.—Pure Manila rope has advanced 1c per pound, while British Manila and African hemp are also up a ½c. Pure Manila is selling at 21c base; British at 17c base, African hemp at 17c base. Deep sea line is quoted at 27c; cotton, 3-16, 25c; cotton, ¼ inch and larger, 24c.

Copper Rivets Go Up.—An advance of 15 per cent. is recorded in this class of goods. Copper rivets are now quoted at 15 per cent. above list; copper rivets, with usual proportion of copper burrs, 15 per cent. above list; copper burrs only, 30 per cent. above list.

Screen Wire.—An advance in price is given in these goods. Painted screen cloth is quoted at $1.87½ for 100-foot rolls; $1.92½ for 50-foot rolls. Bronze cloth is quoted at 8c per sq. ft.; less than rolls, 9c sq. ft.

Iron Washers Up.—The new discount quoted is 37½ per cent. off list, instead of 40 per cent., as formerly.

WINNIPEG

WINNIPEG, Man., Feb. 17.—The Winnipeg bonspiel is in full swing, and the past week has seen a great many visitors from out of town, and it would seem as though everyone were doing their best to make the visitors welcome. There are a great number of hardwaremen who are either skipping among the visiting rinks or playing in some other position and from all accounts they are holding up their end of the game in every good style.

Orders Improved. — The number of orders now coming through the mails show some improvement over last week, but there is no doubt that the continued cold weather and the number of hardwaremen away from home will still keep business on a moderate basis for another week or two. Reports which the various jobbers have received from their salesmen would indicate that business is going to come along with a rush, and jobbers are making preparations accordingly.

Danger of Shortage.—It is to be feared, however, that some of the retailers have put off specifying their Spring needs until the jobbers stocks become rather depleted. The jobbers are in some instances experiencing great difficulty in getting delivery of repeat orders and this may cause considerable inconvenience to the retailers throughout the country.

Supply of Bolts. — One line which may be affected is the supply of the various lines of bolts. The rods from which these are made are very hard to get at the present time and very few, if any orders, have been shipped by the manufacturers since the latter part of last year. It will easily be seen from this the position the jobbers and retailers are likely to be in should this condition exist for another two or three months.

Advances Expected.—There seems to be some reason to believe there will be an advance in the prices of churns, washing machines and wringers. Another line on which further advances are to be expected is glass. It appears that some of the chemicals and other raw materials used in the manufacture of glass has shown an exceptional increase in price, and manufacturers are experiencing all kinds of difficulty in getting delivery of same. Under the circumstances it would seem good policy for the retailers to place their orders now for window glass, lamp chimneys and lantern globes for later shipments In this way, the jobbers will be able to cope with the situation somewhat better than as though they had no record to go by.

New Situation in Paper.—It may be of interest to the various retailers to know that Sweden has placed an embargo on the export of wood pulp to Great Britain. This means that Great Britain will have to look to Canada and the United States for their supply, and as the pulp and paper industry in Canada to-day are enjoying greater business prosperity than ever before, it may mean that with the increased demand various lines of building paper, and roofing will be due for an advance in price. There is no doubt that the Canadian manufacturers will take advantage of the new market, and if necessary increase the size of their plants to meet the new demand. This, however, will take some time, and increased prices may go into effect at any date.

Other changes and the new prices are as follows:—Iron Set Screws 55 per cent. discount; Stove Bolts, 70 per cent. discount; Cut Nails, 3.85 per cent. base; Tire Bolts, 50 per cent. base.

PRACTICAL SHEET METAL WORK

(Continued from page 41.)

circle as shown by the dotted lines. With AB as radius draw successive circles using B, 1, 2 and 3 as centres, cutting the circle at the points 1, 2, 3, 4 respectively. Next join B1, 12, 23, 34 and 4A. These lines will form a regular hexagon with sides all equal to the given line AB.

Fig. 6. Erect a Regular Heptagon on a Given Line

Let AB be the given line. With B as centre and AB as radius draw a circle, extend line AB to cut this circle at D. Next with A as centre and with AB as radius draw an arc cutting the previous circle at C. From C draw CF at right angles to AB cutting AB at F.

Next with FC as radius place the point of compass at D and draw an arc cutting the first circle at G, by drawing line, from B to G, the second side of the heptagon is developed.

Now bisect line BG at K and at right angles to it draw KH intersecting FC, produced, at H. With H as centre and HG as radius draw a dotted circle as shown. By using the length of line BG as radius draw arcs on dotted circle, thus dividing it into five more parts. By connecting these points described the desired heptagon is developed.

Fig. 7. Draw a Regular Octagon Upon a Given Line

Let line AB be the given line. First bisect AB at C. Next draw a circle with B as centre and BA as radius. Extend line AB to cut this circle at D. From B draw BE at right angles to AB cutting the circle at E, and with E as centre and EB as radius draw an arc and with D as centre, using same radius draw another arc cutting the first arc at F. Now draw a line from B to F. Cutting the circle at G. BG forms the second side of a regular octagon.

Now bisect line BG at K, and from C and K draw CH and KH at right angles to AB and BG, meeting at H. With H as centre and HG as radius draw a dotted circle, dividing same with length of line BG into equal parts as shown 1, 2, 3, 4, 5. Now draw lines from points G1. 12, 23 and so one until all are connected, this will complete the desired regular octagon.

Fig. 8. To Bisect a Given Arc

Let AB be the given arc. Join AB and bisect the straight line AB at G. Then draw GD at right angles to AB, cutting the arc at D. The arc AB is then bisected at D. Similarly if required the arcs AD, DB may be bisected at E and F and the arc AB will thus be divided into four equal parts.

Canada Metal Co. Sales Convention

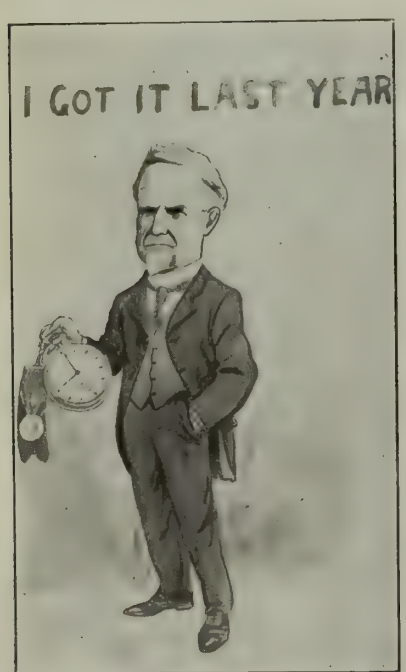
President of Company Refers to Bright Outlook for 1916 Business—Winners of Competitions—Subjects Discussed at Convention Meetings—Value of Staff Conventions.

THE fourth annual convention of the sales staff of the Canada Metal Co., Ltd., was held at Toronto last week. The business of the past year was reviewed, and plans outlined for the future.

W. G. Harris, Sr., president, delivered an address of welcome, and spoke of the

W. G. HARRIS
President of the Canada Metal Co.

satisfactory results attained during 1915. Mr. Harris described how at the beginning of the year contracts had been received from the Government for bullets, and while it was a new line to commence with, it required efforts to deliver two or three tons a day, yet by the end of the year the capacity was one hundred tons per day. This, Mr. Harris merely mentioned to illustrate what could be accomplished by sticking to it.



A. E. BYERS
of the Sales Staff, was a prize winner last year.

Continuing, he stated that there was every indication that 1916 would see the greatest revival in trade conditions that Canada had known. First of all in looking at our own results, said Mr. Harris, in January the best report for any one month during the last four years was presented, and more business booked up for future deliveries than ever before.

The Roll Call

Twenty-two answered the roll call. The vice-president of the company, W. G. Harris, Junior, presided, and in his address of welcome referred to the pleasure it was for all to meet once more under such favorable conditions after a strenuous year. He congratulated all upon their success, for independent of war contracts the results for general sales for 1915, made the year stand out as the biggest and best in the firm's history. Mr. Harris said in part: "The year opened out under very unfavorable circumstances, yet everyone set out with the determination to make good and this determination was crowned with success, and when we begin to ask what are the prospects for 1916, indications are that it will be a bumper. The reasons are easily seen when we know that merchants everywhere tell us that business is booming. Farmers have had a record crop, at big prices, with big demand at home and abroad. Stocks of manufactured material are short, and labor is in great demand. Exports largely exceed imports. Factories are busy, a great many working overtime. More freight cars are needed, and steamers are taxed to capacity. Canada, has, in proportion to population, greater exportable surplus of wheat this year than any other country in the world. Millions of dollars are passing over the merchant's counters."

Winners of Competitions

The first session was taken up with a review of the sales for 1915, and presentations to the winners of the various competitions. S. Prevost was the winner of the gold watch and chain, value $150, which is the first prize for Harris Heavy Pressure Babbitt Metal sales. The presentation was made by Mr. Harris, Sr., who said that it was a year of many surprises, for in March the sales for H.H.P. were 25 per cent. above the record of April, 1913, and along came June with another record of 20 per cent. above March, and again December 30 per cent. above June. The year 1916 was opening out with promises of trade expansion and brilliant prospects and pretty tall records had to be beaten.

In making the presentation, Mr. Harris said it was a great pleasure to see such a close finish, and on presenting the second prize, a cheque for $25 to Mr. Matthews, he wished him better luck next time.

Another pleasing feature noted by Mr. Harris was that during 1915 every salesman had been successful in winning at least one competition.

Subjects Discussed at Convention

Tuesday was a day of discussion and papers were read on various subjects.

WM. G. HARRIS, JR.
Vice-President of the Canada Metal Co.

such as the rolling of sheet lead, its possibilities and the advantages of rolling to small sizes to assist the hardwareman. Demonstrations were given in the sheet lead rolling department, so as to give the salesmen a practical knowledge of the various processes.

Another interesting paper was given upon "How I make an agent and assist

H. C. CROW
Advertising Manager, was one of the busiest men at the Convention.

the hardwareman to make a connection for babbit metals.

Another which was well received and was full of useful information, "How I assist the hardwareman who carries plumbers' supplies."

This brought out another interesting discussion upon the subject "What is a Salesman. His duty to his firm and his relation to the customer." This was concluded by one of the Western representatives reading the following:

What Is a Salesman?

When your train pulls in and you grab your grip,
And the hackman's there with his frayed-out whip,
And you call on your man and try to be gay,
And all you get is "Nothing doing to-day!"
You're a peddler—
By gad, you're a peddler!

When you get in town and call on your man,
"Can't you see any, Bill?" "Why, sure I can."
You size up his stock, make a rough count—
"Bill" presently says, "Send the usual amount!"—
You're an order-taker;
By gad, you're an order-taker!

When you travel along and everything's fine,
You don't get up until half-past nine,
You see each concern and talk conditions,
Then write it all home with many additions,
You're a traveling man—
By gad, you're a traveling man!

When you call on your trade and they talk "hard times,"
"Lower prices" and "decided declines,"
And you talk and smile, make the world look bright,
Then send in your orders every d——d night,
You're a salesman—
By gad, you're a salesman!

—By G. A. McG...

One day was taken up in outlining and discussing competitions for the ensuing year. The company put up $1,500 to be competed for, and the competitions, which H. C. Crow first inaugurated nearly five years ago have proved both interesting and successful. For 1916 a few specials are offered which give every salesman an opportunity to prove his ability in some special line.

Friday was confined purely to the western trade and dealing with the exceptional conditions which have arisen in the West.

Luncheon was served daily in the new dining hall in the factory. Each day an inspection was made of the new showroom and of the various departments which have been added during the past year. Practical demonstrations were given illustrating the manufacture of brass goods by taking the ingot metals to the brass foundry and after being cast in the brass foundry taken to the brass finishing department. Salesmen were shown the various processes from ingot metals to finished products. Each department was treated in a similar manner.

In concluding the convention, Mr. Harris, Jr., referred to the benefits of conventions for salesmen. Conventions promote good fellowship, and give the salesmen a better knowledge of the factory and the goods manufactured. Mr. Harris referred to the great possibilities which will continue to exist during 1916. Mr. Harris advised the salesmen to plan their work carefully and to remember that a man is paid for what he finishes, not for what he starts.

Sales Convention of Beatty Bros.

All Branches Represented at Convention Held at the Head Office—Demonstration of Sale a Feature—Slogans Featured on Bulletin Board Daily —Addresses by Salesmen

THE second annual sales convention of Beatty Bros., Ltd., sales staff was held at the head office, Fergus, last week.

Salesmen were present from the firm's branches at St. John, N.B.; Montreal, Winnipeg, Edmonton. Eight salesmen attended from Western Canada, including the Western sales manager, M. Quick.

The convention was characterized by great attentiveness throughout. A keen desire was evidenced by every salesman to learn all he could about the products manufactured by the firm. All spoke optimistically regarding the outlook for business during 1916.

Talks were given by the sales managers, department heads and salesmen.

D. G. Harrison, of Lennoxville, Que., gave an exceptionally interesting talk on selling water bowls. W. A. Fitzsimmons, of Ottawa, spoke for a couple of hours on selling steel stalls. H. A. Rutherford, of Brampton, spoke on selling stalls.

An actual sale was demonstrated at the convention by three of the salesmen. One salesman acted as the farmer who was in the market for a manure carrier. Another salesman took the place of the local dealer, while a third salesman represented the B. T. salesmen from the factory.

The head office was appropriately decorated for the occasion. The walls were draped with bunting. Large photographs were shown of jobs, in various parts of Canada, equipped with product made by the firm.

A bulletin board was placed at the front of the speakers' platform. Twice daily carefully lettered cards, bearing slogans were placed on the bulletin boards. Some of the slogans were as follows:—"Business Provides the Sinews of War," "Booming Business Keeps Cannon Booming," "Why Should German Pumps be Sold?" "Capture and Destroy the Enemy," "Orders Tell Like

(Continue on page 54.)

Group Photo of Beatty Bros., Ltd., Sales Staff. Taken dur ing the sales-staff convention at the head office, Fergus, Ont.

WEEKLY PAINT DEPARTMENT

High Costs Won't Affect Quality

Manufacturers of Paints Have to Pay High Prices for Raw Materials—Reputable Makers Will Continue to Make Highest Quality Goods

SINCE the outbreak of the war, supplies of a number of raw materials used in making ready-mixed paints have become very scarce.

Costs of many other products are abnormally high and manufactures to-day are paying tremendously high prices for many raw products used in paint making.

Of course there are some firms who had the foresight to cover themselves as far ahead as possible, but even with this precaution, manufacturers who wished to keep up the quality of their products, have had to pay long prices for raw materials and from present indications will have to pay high prices for some time to come. The result of the high costs of raw materials has naturally been reflected in the prices of the finished product and ready mixed paints to-day are much higher in price than they were prior to the war. Still higher prices are announced to go into effect at the end of the present month.

Lead, zinc, oil, turpentine, dry colors are all quoted at high figures. Even the labels and tin containers are costing considerably more to-day than they did prior to the outbreak of the war.

The cost of paint to the dealer at present is low when the present costs of raw materials are taken into consideration.

Keep Quality Up

There is one important phase of the paint situation which the retail trade should not lose sight of, and should not fail to impress upon customers, especially those who might complain about the high price of paint. It is, that the paint manufacturers, with few, if any exceptions will keep up the quality of their products, and will not sacrifice quality in order to keep down the price. Even though the consumer may have to pay more for ready mixed paints during the coming spring, than he has been accustomed to paying in past years, he can rest assured that the quality is right, and there is a great deal of satisfaction in buying and selling a product that is reliable.

Manufacturers Careful

In paint-making the purity of the raw materials is tremendously important, and it is the aim of every manufacturer who is conscientiously trying to make a good paint line to live up to a high standard of purity and excellence, to safeguard carefully the quality of the raw materials that enter into their finished products.

This is a matter that demands strict attention owing to the variations in the methods of manufacture by the various concerns producing the raw materials.

Other Important Factors

But purity and uniformity are not the only important factors in paint-making. It is possible to take flour, butter, eggs and other necessary ingredients all of the very best quality, and still not make a good cake, but the good cook who knows how to use the ingredients may take the same proportions and ingredients and produce a good cake that is exceedingly palatable.

No matter how good the leather a poor shoemaker cannot make a good pair of shoes. The same rule applies to a poor tailor who, although he may have the best grade of cloth and thread, cannot produce a good suit of clothes. So in dadition to having the right raw materials, another big factor in paint-making is to have a manufacturer who knows how, and who has the facilities for putting the materials together in correct proportions, and combining them in the right way. So there enters into paint-making the work of the experienced chemist, the practical paint man and his equipment of special machinery to give the best results.

Test for Purity

After the paint manufacturer has assembled his raw materials in his storage rooms, it is necessary for him to have them tested for purity and to see that they are uniform in quality and up to the standard, as necessary according to the formulae used by the manufacturer for each particular product that he produces. This is where the chemical laboratory plays an important part in the modern paint manufacturing plant.

High Class Goods

The manufacturer of ready-mixed paints or varnishes must turn out high class products or there is nothing ahead but failure for him. The retailer who has the agency for a reputable brand of ready-mixed paint can rest assured that he is selling a product much superior to anything that could be mixed by hand.

Important Industry

The paint industry in this country is a very important one. With the growth and development of the paint business, there has been a consistent advance in the method of manufacture.

The best prepared paints on the market to-day represent the results of years of careful experiments, carried on by experienced chemists and practical paint men. The amount of money expended by the leading paint manufacturers in

(Continued on page 54.)

THE "CLEAN-UP, PAINT-UP" MOVEMENT

Meetings are already being held in various cities in Canada for the purpose of getting "Clean Up and Paint Up" movements under way. One of the most successful meetings was recently held at Montreal, and plans are already under way for boosting the 1916 *campaign. The object of the "Clean Up and Paint Up" movement is to have Canadian cities and towns each year set aside a week—preferably between May* 1 *and May* 15*—for a general public and private "Clean Up" in their section; to engender a spirit of enthusiasm in the public mind by advertising extensively the five-word slogan, "Clean Up and Paint Up." Everybody, old and young, to be asked to lend a hand for a few hours at least, to help put every street, alley, yard, cellar, passage-way, back lot, and corner in good trim, and to make conditions such that they will have a brighter, cleaner and more wholesome place to live in. The "Clean Up and Paint Up" Movement promotes cleanliness, thrift and civic pride, and is worthy of the support of every hardwareman.*

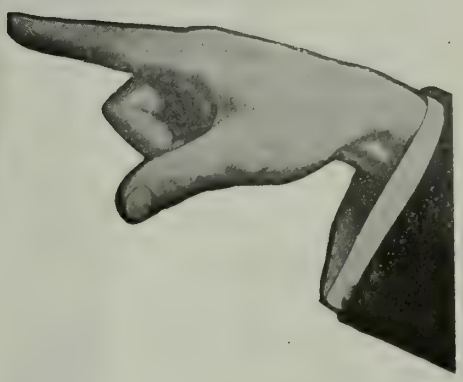
REDS
BLUES
GREENS
YELLOWS
PARIS GREEN

DRY COLORS

OF

High Quality at Right Prices

are made and sold in Canada



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The working qualities, covering capacity, service and beauty of

The Jamieson Line of Paints and Varnishes

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Every can of Jamieson's Paint or Varnish satisfies the desires of the practical painter and the consumer, both as to quality and price.

Every can leaves you a splendid profit and a good reputation.

If we are not represented in your vicinity it will pay you to get our exclusive agency.

WRITE FOR FULL PARTICULARS.

R. C. JAMIESON & CO., Limited

Established 1858 **MONTREAL**

Owning and Operating P. D. DODS & CO., LIMITED

carrying on experimental work during the last decade or two has run into many thousands of dollars.

All these careful investigations, both scientific and practical, all these tests and experiments, have in some measure standardized the business of paint-making and to-day certain important materials are recognized as being those which one must use in order that a prepared paint may give the most satisfactory results.

Among the most important ingredients of good paint are pure lead, pure zinc, pure linseed oil, pure turpentine, and the necessary coloring pigments and driers.

All the foregoing are now exceedingly high in price, but the retail trade can rest assured that the reputable manufacturers will continue to turn out the highest quality goods, despite the high costs of raw materials.

WEEKLY PAINT MARKETS

(Continued from page 56.)

very firm and unchanged. The linseed oil situation has improved, but prices are unchanged and firmer.

Linseed Oil Firmer.—The market is firmer this week, but prices are unchanged at the same range as last week. The flax seed market at Winnipeg is firmer, but there is no movement of seed from the West. Argentine seed does not appear to be affecting the local market to any appreciable extent, partly owing to shortage of tonnage and also as regards price, which at the present level will not materially affect the situation. There is very little movement in oil at present, but an improved demand is expected next month. The market is firm, with no indication of prices declining. The following prices are being quoted in Toronto for linseed oil:

	Raw.	Boiled.
1 to 2 barrels	$1.02	$1.05 per gal.
3 to 5 barrels	1.01	1.04 per gal.
6 to 9 barrels	0.99	1.02 per gal.

Turpentine Steady.—The market has been remarkably steady for several weeks, and quotations are unchanged. There is very little demand for turpentine, and stocks are very light. The market is steady at Savannah, and business there is dull. The following prices are being quoted on turpentine in Toronto:—1-barrel lots, 87c; 2 to 4-barrel lots, 86c, and 5-gallon lots, 95c per Imperial gallon.

Glass Goes Down.—A decided change in the glass situation has developed during the week, and new discounts for both plate and sheet glass have been announced. Higher prices for plate-glass have been expected for some time, as the makers have been advancing their prices and no revision has been made recently locally. The new discount on plate glass is now 35 per cent.

As regards sheet glass, the position is somewhat complicated, for prices have been lowered in the face of higher costs. The opinion has been held in the trade that the price of glass was too high since the last advance went into effect, and that it would tend to stimulate business if prices were lowered for a time, especially in view of the light demand which exists at present. The discount on sheet glass is now 30 and 10 per cent., as against 30 per cent. formerly. There has been some price-cutting on glass during the past few weeks, but it is expected that the new reduced price will be firmly maintained.

White Lead Firm.—The market is very firm in sympathy with the pig lead market, which continues moving upwards. It is not at all improbable that white lead may advance again, notwithstanding the present high level.

Mixed Paints.—The announcement of the advance in prices, due to take effect on March 1, has caused considerable activity in the demand for ready-mixed paints, as business has been very brisk all this month. Raw materials are still high and likely to advance, which may result in a change in the proposed schedule.

Gasoline.—The market continues very strong and higher prices may be announced any time. The consumption of gasoline is on the increase, and the supply is not equal to the demand, as the production of crude oil is not increasing in the same proportion. Gasoline is unchanged at 28½c, and benzine at 28c per gallon.

Whiting Advances.—Prices of whiting have been advanced; the new quotations are as follows:—Paris, white, $1.50; plain, $1.25, and gilders, $1.40 per 100 pounds.

Putty.—The market is quiet and demand light. Prices are very firm, but unchanged. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

FLOOR STAIN EXTRAORDINARY

When William H. Evans, of Montreal, was making a tour of the Turpentine district in the Southern States, he attended one of the criminal sessions where a "Moonshiner" was on trial. Noticing the dark mahogany - like splashes on the Southern red pine floor, Mr. Evans remarked to the colored janitor, "Josephus, is this varnish stain or oil stain, the application seems a bit faulty?" Joe replies, "Boss, 'taint neither oil or varnish. Hit's good ole Vàginny Plug Terbacker juice." Evidently the anti-spitting law was not in force in that assize court!

F. C. Graham, representing the Codville Co., Winnipeg, at Moose Jaw, has been laid up for ten days, but is now back on the road.

NEW HARDWARE GOODS

(Continued from page 44.)

Concealed Transom Operator

The company also makes a concealed transom operator. The operator can be applied to transoms hung at bottom, centre, or top. It will also operate several transoms placed one above the other.

The operator is of simple construction with screw mechanism. The device is made of cold rolled steel, with every bearing bronze-bushed. The operators are furnished with either tee or crank handles. The handle can be located in any position on the casing. Catalogs and descriptive matter will be supplied by the manufacturer on request.

PUSHED APPLIANCES AND SOLD THEM

(Continued from page 38.)

The Christmas trade in this line developed well last year. Possibly the war caused people to wish to combine utility with ornamental value in their giving. At any rate people who wish to make a really smart Christmas present now frequently turn to electrical goods for it.

In this bad year our sales of electrical appliances were four times those of any preceding year. It was because some other lines fell off and we had to make up the deficit by pushing something else. We chose electrical goods. We pushed them. And we sold them.

SALES CONVENTION OF BEATTY BROS.

(Continued from page 51.)

Shots on the Enemy, Keep Firing;" "It is a Patriotic Duty to Sell Labor-saving Machinery to the Canadian Farmers." A number of new propositions on different lines for 1916 were enthusiastically endorsed by the salesmen.

The convention lasted all week, and the salesmen left for their respective territories determined to send 1916 sales away beyond any previous record.

Too Late for Condensed Ad Page

BARGAINS IN PAINTS—A LARGE STOCK of mixed paints, varnish stains, oil stains, colors in oil, enamels, etc., offered in lots to suit, at lower than manufacturers prices, on account of labels and tins slightly rusted and soiled. Fine for advertising job lots or bargains. List on application. J. R. Walker & Co., Montreal. (11)

BRITISH HOUSE MAKING SYRINGES AND spraying machines for every possible use, need Canadian agents. The line is the most complete in the world, and include knapsack and ordinary spraying machines for fruit growers, lime-washing machines for farms, factories, etc. Disinfecting machines for all purposes. Anything in the way of spraying and washing machines made to suit the market. Agents must be aggressive and ready to work the line thoroughly. Write: Spraying Machines, Hardware and Metal, University Avenue, Toronto. (10)

BLUE BARRELS

Livingston Linseed Oil Brands are Always Guaranteed

"PURE, THAT'S SURE"

Insist on getting these Brands.

THE

Dominion Linseed Oil Co.

LIMITED

BADEN — TORONTO — MONTREAL

The Answer to the Varnish question-

THE question of varnish is as important for you as for your customers. Although if you handle Berry Brothers products you have a safe and easy answer.

The consumer has learned the need for discrimination, and your intimate knowledge of varnish values enables you to give your customers practical advice when asked for.

The high grade dependability of our varnishes and enamels warrants their unqualified recommendation.

Write for our complete price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
Established 1858
Walkerville Ontario (243)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 18.—Since the announcement of an advance to be made in ready-mixed paints of 10c on colors and 15c on whites, to go into effect on the 1st of March, there have been certain developments in the situation as regards raw materials and certain tendencies of selling policy between different manufacturers made evident, which have resulted in unsettled conditions. Generally speaking, the tendency of the market for raw materials has been to higher levels, and on this account some of the local paint houses have found that conditions do not warrant a postponement of the advance until March 1, and have already put the new schedules into effect. Another manufacturer will make the change next week, and others on the 1st of March.

The explanation of the different policies which have been adopted appears to be in the selling methods employed, and Hardware and Metal understands that there is not the discrimination as between different customers which might at first be implied. Some manufacturers book earlier than others. Those putting on an early campaign find that practically all their customers have had an opportunity to fill ordinary requirements, and they have evidently made the immediate advance to prevent buying for speculative purposes at prices which are not warranted by the cost of production. Others with later campaigns are holding off their advances to give all regular customers a change to book for ordinary requirements at the old prices. This difference between early and late campaigns has been emphasized by the fact that some manufacturers sent out notice of the impending advance by mail and secured direct specifications, while others have preferred to wait until their representatives have had a chance to call. One firm goes so far as to state that with certain customers who have not been called upon there will be protection offered on usual requirements even after the 1st of March if the traveller on the territory has not been able to call earlier. Altogether, there is evidence that the manufacturers are endeavoring to extend to customers in the trade all possible advantages, considering the extraordinary conditions prevailing.

Business during the week has continued very satisfactory, with indications that retailers are not only appreciating the position of the market and booking earlier, but that they are ordering more freely than a year ago; prospects for consumption appear to be better. Retailers who have protected themselves for visible requirements appear to have taken the wise course, for the present indications are that there will be further advances in mixed paints at the end of the present campaign unless there is some material reaction in the prices for raw materials—and such a reaction is not indicated.

Shortage of Chemicals.—The shortage of chemicals, to which reference was made last week, is having the effect of materially advancing the market prices of certain dry colors and colors in oil. Prussian and Chinese blues and chrome yellows and greens will command much higher prices, while some other shades of blues are also advancing. Lampblack has shown further material advances and black paints are affected in sympathy. Following are some new quotations based upon the cost of raw materials, but some difference may be found as to the date when they will be put into effect:

Dry Colors—	Cents per lb.
Imp. green, 100-lb. kegs	22
Chrome green, pure, kegs	35
Brunswick green, pure, kegs	11
Drop black, pure, dry	12
Chrome yellow, 100-lb. kegs	30
Golden ochre, 100-lb. kegs	06
Spruce ochre, 100-lb. kegs	03
Colors in oil—	
Chrome yellow, pure	35

White Lead Very Firm.—With a further advance in pig lead the tone of the white lead market is very firm on the last advance, the base of $11.30 for ton lots being well maintained. Under the circumstances a further advance in the price would be warranted, but an increase may be avoided on account of the easier situation in linseed oil, and the fact that the trade has been pretty well protected as to its needs, and the market is comparatively quiet.

Linseed Oil.—As indicated last week, there has been a more general recession from the high level of the linseed oil market, and this has resulted in a narrowing of the range. The principal quotations are now $1 and $1.03 and $1.03 and $1.06, for raw and boiled respectively, and these figures are generally firm, the flax market having recently been somewhat stronger again.

Crude Oils.—The announcement at Ottawa that there will be a new war tariff on petroleum fuel oil of half a cent a gallon will undoubtedly affect a number of oils handled to a greater or less extent in the hardware trade. However, at writing, definite details had not been received, and no readjustments had been made.

Turpentine.—There is an easier tendency noted in the turpentine market, and some quotations have been reduced a couple of cents a gallon. The figures are now generally 80c to 82c on a single barrel basis, although some firms have not yet reduced their old figure of 84c. The usual allowances are made for larger quantities.

Gasoline and Benzine.—The situation in gasoline and benzine continues firm, without change in quotations. Predictions are still heard of probable advances, but the following figures are still in effect:

Gasoline, in barrels	29c
Gasoline, in drums	26½c
Gasoline, tank wagon	26c

Benzine 1c lower.

Glass and Putty.—Glass continues very firm, but there is practically no change in the situation. Putty is steady at the following quotations:

Bulk in casks	2.55
Bulk, 100-lb. drums	2.75
Bulk, 25-lb. drums	2.85
Bladders in bbls.	3.15

Pure putty, 70c advance above these figures.

DEVELOPMENTS IN PAINTS

New and important developments have occurred in the paint markets during the past week The higher prices, which it was announced would go into effect on or before March 1 have in some cases become effective. The Montreal paint market report on this page gives a summary of events to date.

TORONTO

TORONTO, Ont., Feb. 17.—Business in the paint trade has been very active so far this month, due to the retailers taking advantage of present prices and covering for their requirements before the advance goes into effect on March 1. Prices of all raw materials continue high, and in some cases scarce; in fact, the shortage of raw materials is causing some uneasiness among manufacturers. There is a growing scarcity of anilines and chemicals, and prices are entirely nominal.

Important Changes.—A change has been made in prices of both window and plate-glass, the former being reduced, but the latter is higher. Whiting has advanced, but putty is unchanged. Gasoline and benzine are unchanged, although higher prices may be announced any time, as the crude oil situation shows no sign of improvement. White lead is

(Continued on page 52.)

B B

B B

Fortified Four-Square

Because — BRANDRAM'S B. B. GENUINE WHITE LEAD preserves buildings from all deterioration through

CLIMATE, Moisture and drought
TEMPERATURE, Degrees of heat and cold
INSECT LIFE and
THE RAVAGES OF TIME.

And on account of

THE UNIFORMITY of its quality
THE UNIVERSALITY of it reputation
THE STABILITY of its sales
THE MODERNITY of its advertising

the dealer in BRANDRAM'S B. B. GENUINE WHITE LEAD is strongly entrenched against serious competition in handling this White Lead.

B B

B B

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 99% pure, lb.	.68	68
Pattern, lb.		64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 60—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%: 90 days net.

Shot standard, 100 lbs., Toronto, $11.15, Montreal, $10.90; net extras, as follows, subject to cash discount only; Chilled, $1.50 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London. St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES

Forrester, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black, Diamond, doz.		9 00
Samson, single bit, doz.		9 00
Samson, single bit, handled doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 75
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson

No. 2, doz., net	9 60
No. 3, doz., net	10 00
No. 4, doz., net	11 00
No. 5, doz., net	12 40
No. 6, doz., net	13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 28	0 28
Drums, gal.	0 25½	0 26

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 57½%.
Carriage Bolts ($1), list, 7-16 in., 42½%.
Machine Bolts, ⅜ in. dia. and smaller, 57½%.
Machine Bolts, 7-16 in. dia. and larger, 47½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 47½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 42½%.
Coach and Lag Screws, 65%.
Skein Bolts, 60%.
Square Head Blank Bolts, 50%.
Bolt Ends, 47½%.
Plow Bolts, 47½%.
Elevator Bolts, 47½%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3c off list.
Nuts, hexagon, 3¼c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75%.
Tire bolts, 65%.

BRASS Per lb.

Springs, sheets, 8" wide, up	
Springs, sheets, 8" wide, up to 20 gauge	0 48½
Rods, base ½ to 1" round	0 43
Tubing, seamless base	0 46½
Tubing, iron pipe size, 1" base	0 41½

Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard, welded	$5 75
30-gal. Standard, riveted	6 00
30-gal. extra heavy	8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing)

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz.	21 60
Size 12x60 ins., doz.	6 50
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash) Per doz.

	Tin Plate	Zinc
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced	....	1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.	14 63
Weighted, 20 lbs., per doz.	16 78
Weighted, 25 lbs., per doz.	20 25

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 50 and 5%; No. 802, 47½%; No. 808, 50%; No. 810 and 814, 45%.

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 10%. Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50	1 50
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.	....	1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.)	0 22
Cement (in 5 and 10 gals.)	0 23
Cement (in 2 gals.)	0 30
Cement (in 1 gal.)	0 35

CHALK

Carpenter, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	....	0 20
Carpenter, white, gr.	0 65	....
Carpenter, blue, gr.	0 80	....
Carpenter, red, gr.	0 80	...

CHISELS

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $7.85; 5-16, $6.50; ⅜, $5.75; 7-16, $5.55; ½, $5.35; 9-16, $5.35; ⅝, $5.20; ¾, $5.10; ⅞, $4.95; 1, $4.80.

Electric Weld Coil Chain—BB, 3-16 in., $10.45 per 100 lbs.; ¼ in., $7.15 per 100 lbs.; 5-16 in., $5.65 per 100 lbs.; ⅜ in., $4.60 per 100 lbs.; 7-16 in., $4.60 per 100 lbs.; ½ in., $4.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $12.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.	41 00	40 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	44 00	43 00
Copper sheet, tinned, 14x60, 14 oz.	46 00	45 00
Copper sheet, planished, 14x60 base.	54 50	53 00
Braziers' in sheets, 6x4 base	43 00	42 00

CORD (SASH)

No. 6, lb.	0 32½
No. 7, lb.	0 31½
No. 8, No. 9, No. 10, No. 12	0 31

COAL TAR

Crude coal tar, per bbl.	$4 50
Refined coal tar, per bbl.	5 50

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets	4 00
All bright, 52 sheets	5 25

	Apollo	Crown	Galvanized Gorbals
18x24x52	6 25	6 25	6 50
60	6 50	6 50	6 75
20x28x47	6 75	6 75	7 00
20x28x94	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 60
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	5 50
IX, 14x20 base	6 50
IXX, 14x20 base	7 50
IXXX, 14x20 base	10 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	6 00
IX, 14x20 base	7 00
IXX, 14x20 base	8 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.75; 200 lbs., $9.50.

COKES, BRIGHT

Bessemer Steel—	
30x14x20 base	5 2[illegible]
20x28, double box	10 5[illegible]

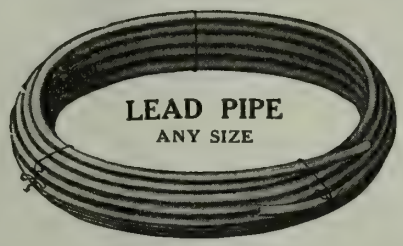
CLOCKS, ALARM

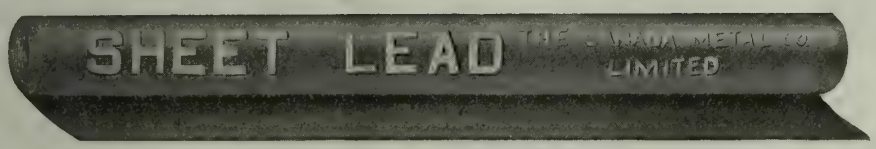
Good Morning, each	0 80
Look Out	1 00
Big Ben, each	2 [illegible]0
Baby Ben, each	2 10

CROWWBARS 3¼ to 3½c per lb.

DRILLS

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.





We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

Moore's House Colors

are an easy line to sell, because they combine extraordinary quality and comparatively low price. They are used from coast to coast and have given a service that has made them wonderfully popular. We have a proposition that will appeal strongly to you. Send in your request for it now. You'll be glad you did.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American ..	72½
Kearney & Foot, Arcade ..	72½
J. Barton Smith Eagle.....	72½
McClellan Globe	72½
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	72½

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 32½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%: malleable lipped unions, 60 and 10%; plugs, 65 and 5%.

London discounts: Malleable, 30 and 5%; bushings, 65%; plugs, 60 and 5%.

FIXTURES, STALL. Doz.

Hollow and pressed steel..	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 29
Drums	0 26½
Tank wagon	0 26

Toronto.

Any quantity, in bbls......	28½
Drums, 40-gal., per gal....	25½
Tank wagon	25

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING).

	Doz.
Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs......	0 11

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82

Axe, No. 1 hickory, doz..... 2 04

Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Osciilating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.) $3 25

Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs......	$1 27	$1 07
5 in., doz. prs......	1 53	1 23
6 in., doz. prs......	1 67	1 27
8 in., doz. prs......	2 27	1 70
10 in., doz. prs......	4 00	2 80
12 in., doz. prs......	4 97	4 60
14 in., doz. prs......	5 67	4 93

London price figured net at 33 1-3%.

Light.		
3 in., doz. prs......	0 35	0 35
4 in., doz. prs......	0 42	0 39
5 in., doz. prs......	0 50	0 41
6 in., doz. prs......	0 60	0 53
8 in., doz. prs......	0 88	0 63
10 in., doz. prs......	1 23	0 84
12 in., doz. prs......	2 10	1 58
14 in., doz. prs......	....	1 93

Heavy tee and strap discount, 27½%.

Light tee and strap discount, 57½%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs...	5 50
Over r14 in., per 100 lbs....	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft......	0 11
Corrugated, ¾ in., ft......	0 14½

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Coppered wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 45	2 60
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	2 85
Norway iron	5 85	5 20
Mild steel	2 80	3 00
Band steel	2 80	2 85
Sleigh shoe steel...	2 80	2 60
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	2 95
Toe calk steel	3 70	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17½
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 15%; Toronto, 10%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$11 50
72x30, 26 gauge, case lots..	12 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	8 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy....	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy....	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
34 ft. to 44 ft.	18c ft.
46 ft. to 60 ft.	25c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet. plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz......	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby...	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft..	10 00	10 00
Sheets, 3½ lbs. sq. ft	9 90	9 75
Sheets, 4 to 6 lbs. sq. ft.	9 75	9 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	6 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, com-Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

PIONEERS
of
PURE PAINT

The Plan of Campaign for 1916

"A Big Spring Drive"

The plan of campaign to bring more customers, increased business and larger profits to Martin-Senour Dealer Agents is now under way.

Last year our extensive publicity campaign was the most successful ever attempted by paint and varnish manufacturers in Canada. Furthermore, it was the only paint advertising campaign of a national character that was carried out during 1915.

Our plans for 1916 are more extensive. The successful policy which was so aggressively pursued during 1915 will be continued to an even greater extent. Attractive trade-pulling advertisements will appear during March, April and May in upwards of four hundred publications, including newspapers, magazines, farm and religious journals, reaching altogether nearly two million readers.

These advertisements will tell a true story of Martin-Senour quality and service. They will be so conspicuous as to dominate the pages on which they appear, and will result in influencing trade where Martin-Senour products are carried.

Important to Martin-Senour Dealer Agents

Copy of our big consumer spring mailing feature has already been sent you. We have made provision to have this sales promoter go into the home of every prospective paint and varnish consumer in your locality, provided you supply us with the names.

Don't overlook the Special Extra Feature for Wood Lac Stain dealers.

Mailing lists are pouring in on us, and will be acceptable until March 1st. We have planned to reach these consumers just before the big Clean-up, Paint-up Season.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMEL Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	8 80
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 49
Crescent, doz.	1 50
Crank wringing, doz.	5 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $3.15 base; Montreal, $3.20 base; London, $3.15 base; Collingwood and Owen Sound, $3.20 base.

Cut nails — Montreal, $3.10; Toronto, $3.20; London, $3.10.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING

	Per rod
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	12 00
U.S. Navy (American).....	11 25
New hemp (English).......	9 90
U.S. Navy (English).......	8 50
Navy (English)	6 00
Plumbers (spun)	5 50

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.,	0 30	0 33
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 12¾c lb.
Brass, light, 11c lb.
Zinc, heavy, 13½c lb.
Copper, heavy, 20½c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton
Mach. compos., No. 1, 16c lb.
Compos. turnings, No. 1, 13½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 10½
Coarse, sewer, lb.	0 08½

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll..	0 44
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Good Luck Brand	0 64
Dry Fibre, Good Luck Brand	0 52
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 35
Sheathing, Shield Brand, tarred	0 43
Sheathing (Surprise)	0 40
Dry fibre No. 1	0 50
Plain fibre, No. 2	30
Sulphate, Black Cat, tarred.	0 80
Sulphate, Black Cat, dry....	0 60
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 75
Asbestos Bldg.	3 25
Tarred felt	2 45
Heavy fibre, 32 ft. x 60 ft..	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz......	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz......	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ and ⅜ in. .....$	2 52	$ 4 23
½ in.	3 15	4 89
¾ in.	3 68	6 04
1 in.	5 44	8 93
1¼ in.	7 36	12 08
1½ in.	8 80	14 44
2 in.	11 84	19 43
2½ in.	18 72	30 71
3 in.	24 48	40 16
3½ in.	29 44	48 30
4 in.	34 88	57 23
Lapweld		
2 in.	13 32	20 91
2½ in.	19 31	31 30
3 in.	25 25	40 93
3½ in.	30 36	49 22
4 in.	35 97	58 32
4½ in.	45 72	71 76
5 in.	53 28	83 62
6 in.	69 12	108 50
7 in.	92 82	146 40
8 in.x25 lbs. per ft.	97 50	153 80
8 in.x28 lbs. per ft.	112 30	177 10
9 in.	134 60	212 20
10 in.x32 lbs. per ft.	124 80	196 80
10 in.x40 lbs. per ft.	160 70	253 40

Above prices f.o.b. Toronto.

Buttweld Size.	per 100 feet Black	Galv.
¼ in. and ⅜ in...$	2 46	$ 4 17
½ in.	3 06	4 80
¾ in.	3 57	5 92
1 in.	5 27	8 76
1¼ in.	7 13	11 85
1½ in.	8 53	14 16
2 in.	11 47	19 06
2½ in.	18 14	30 13
3 in.	23 72	39 40
3½ in.	28 52	47 38
4 in.	33 79	56 14
Lapweld.		
2 in. ....$	12 95	$ 20,54
2½ in.	18 72	30 71
3 in.	24 48	40 16
3½ in.	29 44	48 30
4 in.	34 88	57 23
4½ in.	44 45	70 49
5 in.	51 80	82 14
6 in.	67 20	106 60
7 in.	90 44	144 00
8 in.x25 lbs. p. ft.	95 00	151 30
8 in.x28 lbs. p. ft.	109 40	174 20
9 in.	131 10	208 70
10 in.x32 lbs. p. ft.	121 60	193 00
10 in.x40 lbs. p. ft.	156 60	249 30

Montreal and Eastern List.

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths....	4 40
3 inch, in 10-ft. lengths....	5 34
4 inch, in 10-ft. lengths....	7 04
5 inch, in 10-ft. lengths....	9 63
6 inch, in 10-ft. lengths....	11 72

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 95	3 25
Heads, per 100 lbs...	3 20	3 45
Tank plates, 3-16 inch	3 25	3 55

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 60%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 30%.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)....	2 45
2 ply R.R.	0 85
3 ply R.R.	1 10
2 ply R.R., complete in roll	1 35
3 ply R.R., complete in roll	1 50
Carpet felt 2 75	3 00
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 85
Ready 3-ply, Shield, per roll	1 10
Compo Certainteed, 1 ply...	1 40
Compo certainteed, 2 ply...	1 75
Compo certainteed, 3 ply...	2 10
Excello, 1-ply	$1 50
Excello, 2-ply	1 90
Excello, 3-ply	2 25
Jewel, 1-ply	1 00
Jewel, 2-ply	1 30
Jewel, 3-ply	1 60
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	21
British Manila basis	17
African hemp basis	17
Sisal basis	13
Single lath yarn basis	13
Double lath yarn	13½
Hemp, deep sea line basis..	29
Hemp, tarred ratline basis..	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	13½
Italian rope basis	29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.........	0 26
¼ in. and larger	0 25

Sisal Clothes Line.

3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, net.

SCALES.

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	40 p.c
Fairbanks Standard Scales.	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c.
Dominion Platform Scales.	40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $3, plus 30c $4.50, plus 50c for stamping; Champion 240-lb., $6.60, plus 50c $16.80, plus $1 for stamping; Champion 1200-lb., $19.80, plus $1 for stamping; Champion 2000-lb., $26.40, plus $1 for stamping; Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCOOPS (FURNACE) Doz.

D Handle	$ 8 70
L Handle	8 70

SCRAPERS. Doz.

Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron, 35%; flat and round head, brass, 12½%; Fillister head, iron, 25%; Fillister head, brass, 5%.

SCREWS

Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.

	Per cent		
Wood, F. H., brass......	0 50		
Wood, R. H., brass.........	47½		
Wood, F. H., bronze	45		
Wood, R. H., bronze	42½		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 50	3 60
12 gauge	3 60	3 70
14 gauge	3 35	3 45
16 gauge	3 40	3 50
18-20 gauge ...	3 55	3 50
22-24 gauge ...	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square......	12 50
20 gauge, per square......	9 75
22 gauge, per square......	8 50
24 gauge, per square......	7 15
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 20
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.90; U.S. No. 28, $6.65; U.S. No. 26, $6.40; 22 and 24 gauge, $6.15; 18 and 20-gauge, $5.95; 16-gauge, $5.35; 14-gauge $5.55.

Colborne Crown — 16-20 gauge $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 70
18-20 gauge	5 75	5 80
22-24 gauge	5 85	5 95
26 gauge	5 95	6 10
28 gauge	6 45	6 30
10¾ ozs.	6 75	6 50

Add 25c for less than case lots.

CANADA Brand PURE PAINTS
Quality Guaranteed

CANADA Brand FLOOR PAINTS
Surpassed by none

JAS-PER-LAC SPECIALTIES
The Present-Future Finish

JAS-PER-ITE VARNISHES
The Present-Future Varnish

4 Big Sellers

Ottawa quality and service appeals very strongly to practical painters everywhere.

It is a wonderful good paint, yet our spendid manufacturing facilities enable us to sell it at a very popular price.

See what a really good line it is by giving it a trial.

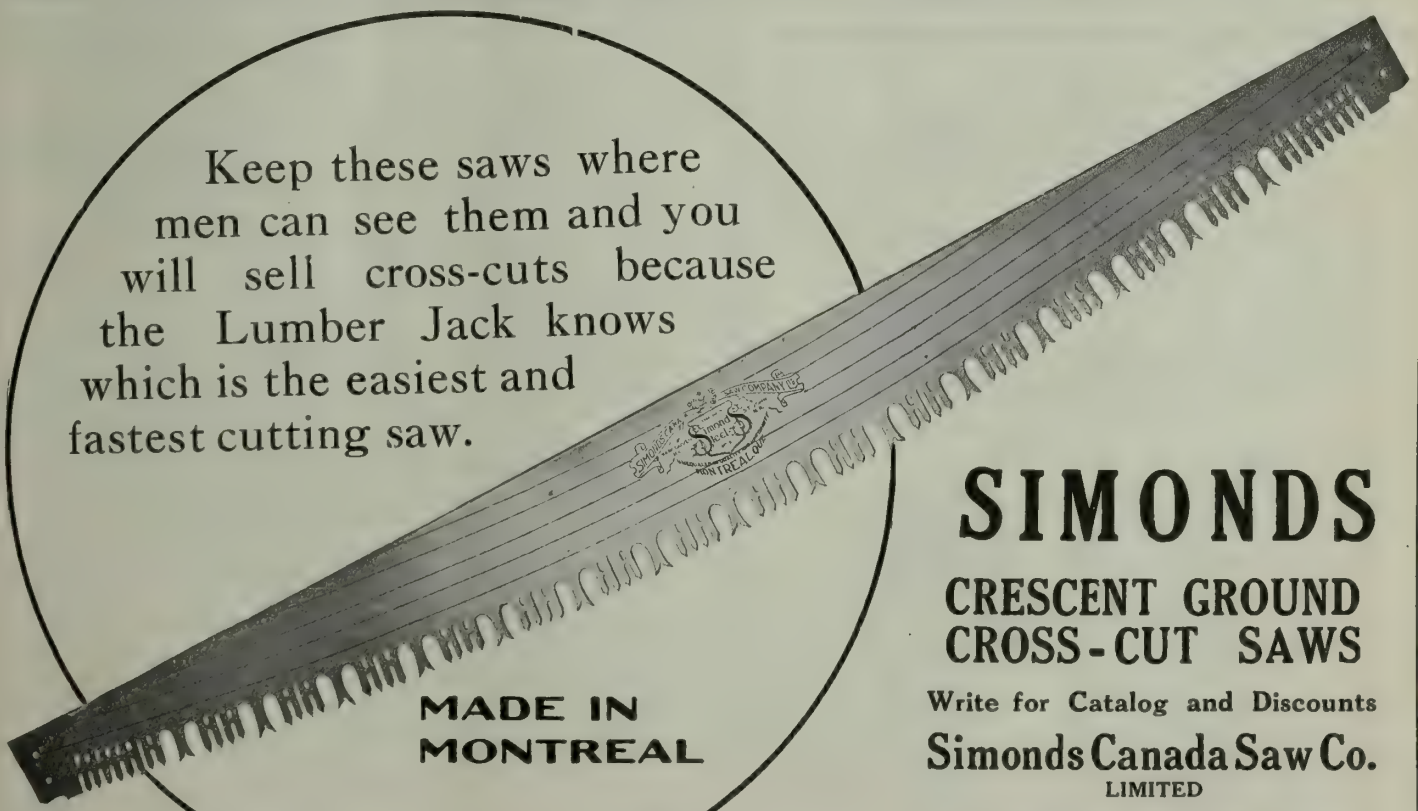
Write for proposition.

THE OTTAWA PAINT WORKS

TORONTO OTTAWA CANADA VANCOUVER

Toronto Branch: 153 Duchess Street

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.



SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED

St. Remi Street and Acorn Avenue
Montreal, Que.

Vancouver, B.C. St. John, N.B.

SHELLERS, CORN

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40

Riveted back scoops, 1st, 2nd and 3rd grades, 45%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

Shovels, snow, 35%.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING

Standard galvanized	$4 75
Ordinary galvanized	4 45
Standard painted	3 20
Ordinary painted	3 00

Discount 10%.

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 37 cents.

SOLDER, WIPING.

Acme	0 22½
Commercial	0 23
Easy	0 22½
Star Extra	0 24
Strictly standard wiping	0 24¼

SPELTER
See weekly report.

STAPLES Per cwt Montreal Toronto and London

Fence staples, galv., in kegs	4 20
Fence staples, galv., 25 lb. boxes	4 45
Fence staples, bright, in kegs	3 35
Fence staples, bright, in 25-lb. boxes	3 60
Poultry netting staples, 100 lb. kegs	12 00

Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lbfl kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing	24 00
Undv. N.P., cyco bearing	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bear.	32 00
Parlor	35 00

SWINGS

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each	4 25
Ontario, 4-passenger, each	4 80
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS

Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount 80 and 20%.

NAILS

Copper nails; trunk nails. black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount 80 and 20%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount 80 and 20%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 55
Linen, No. 404, 66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 52
Challenge steel, No. 263, 50 ft., each	2 90
Challenge steel, No. 266, 100 feet	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL)

Galv. wall ties, per 1,000	$5 00
Painted wall ties, per 1,000	5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$3.80
10 in.	4.24
12 in.	5.01
15 in.	6.88
18 in.	8.80

12 cents extra for round head.

TRACK

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.	0 12¾
600 ft., per lb.	0 10½
500 ft., per lb.	0 08¾
500 ft., per lb.	0 08½

5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

	Montreal	Toronto
5-ply and up		0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES

Boiler Tubes, Lapwelded.

100 ft., 1½ in.	14 00
100 ft., 2 in.	11 00
100 ft., 2¼ in.	12 10
100 ft., 2½ in.	14 15
100 ft., 3 in.	14 60
100 ft., 3½ in.	18 00
100 ft., 4 in.	23 00

TUBS

Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.

White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10. 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.

Full box, 35%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs.	2 40
Sectional, ½ lb., per 100 lbs.	2 40
Solid, 3 to 30 lbs., per cwt.	1 90

WEIGHTS Horse. 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	26 25
Garden, steel wheel, doz.	39 60
Light garden, per doz.	30 00
Heavy garden, L-side	36 30
Heavy farm, solid side	39 60

WHIFFLETREES

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins., per doz.	8 75
Tubular steel, 36 ins., per doz.	9 75
Tubular steel neckyokes, 36 inches, per doz.	12 00
Tubular steel doubletrees, 40 inches, per doz.	12 50
Tubular steel lumberman's, 44 inches, per doz.	13 00

WIRE. Copper wire, 25%.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths, 6 feet to 11 feet, discounts 5%; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

Montreal: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65. Discount, 2½%.

WIRE CLOTH (Galvanized)

4 mesh	7 70
6 mesh	8 15

WIRE CLOTHES LINE.

No. 17, 7-strand, $5.30; No. 18, 6-strand, $3.75; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL

Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $3.30; No. 14, $3.35; No. 15, $3.45; No. 14, $3.50.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $3.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls. $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt Montreal

Barb	4 50
No. 9, coil spring	4 15
No. 9, plain galv.	4 10
No. 12, plain galv	4 25
No. 13, plain galv	4 35
O. & A., No. 10	3 46
O. & A., No. 11	3 52
O. & A., No. 12	3 60

F.o.b. London: Barb, $3.85; No. 9, gal., $3.50; No. 12, gal., $3.65; No. 13, gal., $3.75; No. 9, coil spring, $3.55.

WIRE ROPE

Galvanized, 1st grade, 6 strands. 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt
No. 12	$ 3 60
No. 13	3 70
No. 13½	3 75
No. 14	3 85
No. 15	4 05

WRINGERS.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley, B.B.	40 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Daisy No. 2	63 00
Dairy No. 1	57 75
Maple Leaf No. 2	51 00
Maple Leaf No. 1	51 00
Sun	42 00

Less 15 per cent.

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—MOP.

White, No. 2, each	$1 00
White, No. 3, each	1 33
White, No. 1, each	1 53

ZINC (SHEET)

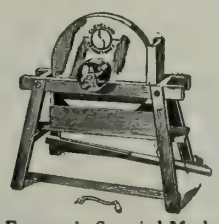
	Montreal	Toronto
5 cwt. casks	0 31	0 27½
Part cask	0 31½	0 28

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

The Only CLEVELAND TRUE GRINDSTONES Berea Grit

You know that Berea Grit is the best abrasive in the world. Then, why not sell the old grindstones which are made of it—the grindstones which are absolutely even in grit, specially selected for your customers—



Farmer's Special Model

Cleveland Grindstones

Sold only to Hardware and Implement Dealers.

Write for illustrated descriptions of the many models, and copy of our famous book, "How To Keep Mail Orders At Home." Tell us your jobber's name.

THE CLEVELAND STONE CO.

Leader-News Building - - Cleveland, Ohio

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 22
Chrome green, pure	0 35
Chrome yellow	0 30
Brunswick green, 100 lb. k.	0 11
Indian red, 100 lb. kegs	0 12
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 20
Golden ochre, 100 lb. kegs	0 06
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02
Spruce ocher, 100 lb. kegs	0 03
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins. pure	0 13
Indian red	0 17
Chrome yellow, pure	0 35
Golden ochre, pure	0 16
French spruce ochre, pure	0 15
Chrome green, pure	0 15
French permanent green, pure	0 20
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 35

FILLER Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE Per lb.

French medal	0 16
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 75
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 and 10 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 10 per cent.

GLASS, PLATE.

Montreal:

Country discount, 35% off list, delivered.

City discount, 35% off Toronto.

Country discount, 35% off list, delivered.

City, 35% off list.

GLAZERS' POINTS.

Zinc coated, 16c per lb.

Zinc, pure, prices withdrawn.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots. Brandram's B.B. Genuine, $12.60 Montreal and $12.75 Toronto in less than ton lots. Ton lots less 5%.

James Genuine, $12.75 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$11 30	$11 45
C.P. Co. Decorators Pure	11 30	11 45
Crown and Anchor	11 30	11 45
Elephant Genuine	11 60	11 75
Green Seal	11 30	11 45
Moore's Pure White Lead	11 60	11 45
O.P.W. English	....	11 65
O.P.W. Decorators Pure	....	11 45
Painters' Perfect	10 85	11 00
Ramsay's Pure Lead	11 30	11 45
Ramsay's Exterior	10 75	10 95
Tiger Pure	11 30	11 45

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	10 50	11 00
Genuine, 100-pound kegs, per cwt.	10 87½	11 50
Less quantity	0 13	

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1 lb. pkgs.	$33 50	$19 00
2 lb. pkgs.	....	16 00
5 lb. pkgs.	29 50	12 00
25 lb. pkgs.	24 00	11 00
100 lb. pkgs.	22 50	9 75
200 lb. kegs	....	9 60
300 lb. kegs	....	9 25
600 lb. casks	....	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 30
Elephant	2 05
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Minerva	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 30
Flat tone	2 10

PARIS, PLASTER.

Per bbl., London 2 25

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums	2 75	2 85
Bulk, 25-lb. drums	2 85	2 95
Bladders, in bbls.	3 15	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B.	$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 80
Sun Varnish Stains	2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 85
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var	2 30
No. 1 Furniture Varnish	1 25
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 30
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream 0 16½

WASTE, WHITE WIPING.

XXX Extra	0 15½
X Grand	0 14¼
XLCR	0 13¼
X Empire	0 12¼
X Press	0 11¼

WASTE, COLORED WIPING.

Fancy	0 10½
Lion	0 09½
Standard	0 08¾
Popular	0 07¾
Keen	0 06¾

WASTE, WOOL PACKING.

Arrow	0 20
Axle	0 15
Anvil	0 11
Anchor	0 09

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX. Per lb

C.P. Floor Wax	0 30
Bonuk Floor Wax, lb.	0 [illegible]
Berry Bros.	0 37
Anchor	0 33
Old English	0 41
Johnsons	0 41

WHITING

Dark Colored	0 06
Paris white	1 50
Plain, in bbls.	1 25
Gilders, bolted, in bbls.	1 40

Per 100 lbs.

It's New
It's Good
It Sells

Three good reasons why you should buy and recommend to your customers

UNIVERNISH **the one varnish for all purposes**

Put up in attractive boxes of twelve quarter pints to retail at 25c. each. Also put up in all the regular larger sizes.

It brushes freely—It flows out smooth—It does not thicken after the can is opened, and it does not clog the painter's brush. It has greater covering power than any other varnish and gives a most beautiful finish—Equally good for any purpose. Manufactured only by

The Dougall Varnish Co., Limited
Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 9 00
Shot, soft, per cwt., $11.90; chilled, $13.10; buckshot, $13.05; ball, $13.10.

ANVILS.
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
Standard, 50 and 5% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 47½%; 7-16 and larger, 32½%; machine, ⅜ and under, 47½%; 7-16 and over, 37½%; machine set screws, 55%; plough bolts, 37½%; nuts, small lots, net list; case lots, 2½½c per lb. off; stove bolts, 70%; sleigh shoe bolts to ⅜, 37½%; 7-16 and up, 32½%.
Above prices under revision. See weekly report.

Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging. 5-16, 6¼c; ⅜, 5¼c; tie out, 75%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 6½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 50c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 57½%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 55%.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng...	6 75	6 75
28 Am. or 26 Eng....	6 50	6 50
26 Am. or 26 spec...	6 20	6 20
24 Am. and Eng....	5 80	5 80
22 Am. and Eng.....	5 70	5 70
18 20 Am. and Eng..	5 50	5 50
16 Am. and Eng....	5 35	5 35

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $10.90, $11.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.11; boiled, per gal., $1.14.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.35 base; Winnipeg, $3.75 base. Cut, f.o.b. Winnipeg, $3.85.

NAILS, HORSE.
Capewell, 10 per cent. off list

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $5.04; ½, $5.85; ¾, $7.20; 1, $10.80; 1¼, $14.40; 1½, $17.10; 2, $23.40; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜, $3.11; ½, $3.87; ¾, $4.59; 1, $6.75; 1¼, $9.18; 1½, $10.89; 2, $14.67; 2½, $20.70; 3, $27; 3½, $32.40; 4, $38.70; 4½, $47.70; 5, $55.80; 6, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 50 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SCYTHES Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 05
14-16 gauge	4 00
17-24 gauge	4 25
26 gauge	4 35
28 gauge	4 50

SHOVELS AND SPADES
Shovels (polished) Fox and Olds $7.70; Bulldog and Jones, $9.05; Black, 50c. per doz. less; Spades same as shovels. Scoops, Black Cat, No. 6, $9.00; No. 8, $9.60; No. 10, $10.25. Jones socket scoops, No .6, $9.87; No. 8, $10.40; No. 10, $10.90. Moose scoops, No. 6, $9.87; No. 8, $10.20; No. 10, $10.92.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.35 at Fort William; $3.75 Winnipeg; galvanized staples, $[illegible], Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $4.05; 17 to 24 gauge, $4.25; 26 gauge, $4.35; 28 gauge, $4.50.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	11 75
20 x 28 I.X.	14 00
Terne Plates	[illegible]

TURPENTINE
Per gal., barrel lots, 91c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 10c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $12.05; small lots, $12.35.

WIRE, BARB
Lyman 4-point, $3.30 f.o.b. Fort William, $3.55 Winnipeg; Glidden Cattle, 2 pt., $3.15 Fort William, $3.40 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $3.05 Fort William, $3.35 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.65; Winnipeg, $3.95; coil spring, No. 12, Fort William, $3.85; Winnipeg, $4.15; No. 9, $3.60 Fort William, $3.90 Winnipeg. Plain galvanized, No. 12, $3.80 Fort William, $4.10 Winnipeg
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.45 Winnipeg; $4.05 Fort William.
Brass snare wire, per lb., 45c

WIRE, ANNEALED
0-9, 3.85; 10, $3.91; 11, $3.97; 12, $4.05; 13, $4.15; 14, $4.25; 15, $4.40; 16, $4.55.

WIRE (STOVEPIPE)
18 and 19 gauge, 6c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

WA-KO-VER STAINS

Serve your customers in a way that will bring them to you for their future requirements.

The best ingredients are used in their manufacture and every step is guided by years of experience.

We know that Wa-Ko-Ver Stains stand "head and shoulders" above others—and a trial will convince you.

Are we represented in your town? If not, write at once for our exclusive agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite—Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Drop a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

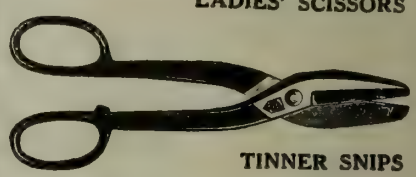
HENRY F. SEYMOUR SHEARS CO. NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS



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Catalog illustrating full line of Seymour Shears gladly sent on request.

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A. MacFARLANE & CO., Montreal
Canadian Agents.

R. BIRD & CO.
Crewkerne, England

Wholesale. Orders through merchants.

WEBBING

Manufacturers of
Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of Chair, Tray, and Cocoa Binding Webs, for Upholstery Purposes.

Awards:
Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

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154 Simcoe Street, Toronto

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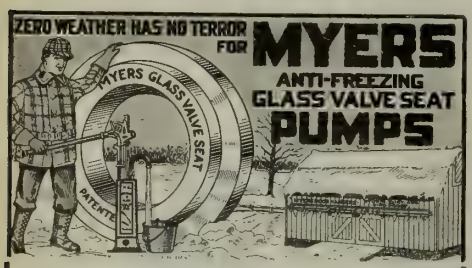
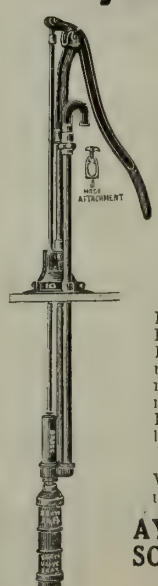


ANTI-FREEZING GLASS VALVE SEAT PUMPS

PUMPS FOR EVERY PURPOSE
HAY TOOLS—DOOR HANGERS
CATALOG SENT ON REQUEST
F. E. MYERS & BROTHER
ASHLAND OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary, and Branches
LEWIS BROS., LIMITED Montreal

The Aylmer Branch Pipe Double-Acting Force Pump



Adapted to any and all wells from a 5⅞" hole up, and from a cistern to a 75-foot well.

These pumps are fitted with either Iron or Brass Valve Seats, have Brass Upper Cylinder, and Iron, Brass-lined or Brass Lower Cylinders. If you want to build up your pump business, handle the Aylmer, Reliable and Ever-Ready. They are our best and latest goods.

ANTI-FREEZING.

Write for full particulars and prices.

AYLMER PUMP & SCALE CO., Limited
Aylmer, Ontario

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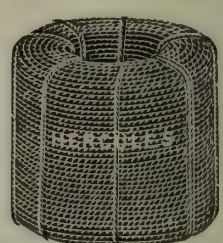

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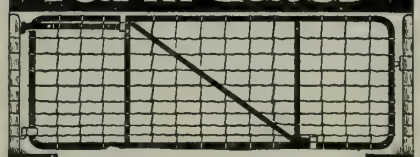

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Schultz Bros., Co., Ltd., Brantford, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

Garden Cultivators
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcuss & Sons, Bushnell, Ill.

Garden Tools
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcuss & Sons, Bushnell, Ill.
Ward & Payne, Sheffeild, Eng.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Gauges
Pratt & Whitney Co., Dundas, Ont.
L. S. Starrett Co., Athol, Mass.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
A. Ramsay & Son Co., Montreal.

Glass Cutting Boards
The Lufkin Rule Co., Windsor, Ont.

Glass, Ornamental
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass, Sheet and Figured
A. Ramsay & Son Co., Montreal.
Toronto Plate Glass Importing Co., Ont.

Glass Paper
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son Co., Montreal.

Glass, Wired
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glaziers' Diamonds
A. Shaw & Son, London, Eng.

Glue
W.B. Bate & Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Gouges
Buck Bros., Milbury, Mass.

Granaries Portable, Metallic
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Grindstones
Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., London.

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Cushman Motor Wks., Ltd., Winnipeg.

Grinding Compound
The Carborundum Co.

Guns
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.

Gun Implements and Oil
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Hame Fasteners
Imperial Mfg. Co., Welland, Ont.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.

Hand Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain.

Hardware, Metal Window
The Stanley Works, New Britain.

Harvest Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Hay Wire
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Heating Drums
Collins Mfg. Co., Toronto.

Hinges
Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.

Hoisting and Conveying Machinery
Cushman Motor Wks., Ltd., Winnipeg.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hollow Handle Tool Sets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hooks
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire
The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.

Hooks, Hat and Coat.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horns, Automobile.
Universal Supplies.

Horseshoes and Nails
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.
R. Bird & Co., Crewkerne, Eng.

Hot Plates
Collins Mfg. Co., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Implements, Farm.
Eureka Planter Co., Ltd., Woodstock, Ont.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Wks, Ltd., Winnipeg.

Iron and Steel Bars
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pipe
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Ironing Boards
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
W. P. Bate & Co., Toronto.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Geo. Wostenholm & Sons, Sheffield, Eng.

Knurling Tools
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step
Beatty Bros. Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lanterns
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Lanterns, Gasoline
National Stamping & Electric Wks., Chicago, Ill.

Latchets
The Stanley Works, New Britain, Conn.

Lawn Fencing
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Stratford.

Lawn Swings
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Turpentine Producers Agency, Toronto.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winipeg, Man.

Lockers
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. C., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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SALESMAN WANTED—TO CALL ON HARDware and pump trade. Territory Toronto to Brockville. Beatty Bros., Limited, Fergus, Ont. (8)

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WANTED — POSITION AS HARDWARE clerk, with Western experience; steady employment. Can furnish best of references. Box 253, Hardware and Metal. (14)

IMPORTANT BRITISH FIRM MAKING cycles and motor cycles need first-class wholesale agent (or agents) for Canada. The goods are of first-class British workmanship and material, at competitive prices, and enjoy a high reputation in the Old Country. Address: Cycles, care of Hardware and Metal, University Avenue, Toronto. (10)

SALESMAN, CLEAN CUT, AMBITIOUS, with successful record of thirteen years' retail and wholesale hardware experience, at present employed as travelling salesman in British Columbia and Alberta, would like to make a change and represent some Eastern cutlery, paint, stove, specialty or hardware house in Western Canada. Apply Box 500, Hardware & Metal, 22 Royal Bank Bldg., Winnipeg. (10)

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TOOLS FOR SALE—A COMPLETE SET OF tinshop tools and a set of plumbers' tools, all in good order. Will sell separately. Box 250, Hardware and Metal. (8)

FOR SALE — HARDWARE BUSINESS IN southern Saskatchewan, on Soo line. Best wheat growing district. Town having five elevators and large trading territory. Present owner wishes to leave for family reasons. Apply to Box 248, Hardware and Metal. (12)

FOR SALE—HARDWARE AND TINSMITHing business in most progressive city in Western Ontario. Stock $5,000. Good reasons for selling. Box 249, Hardware and Metal. (tf)

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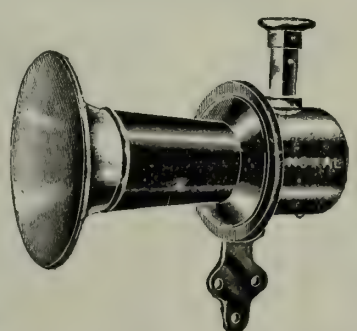

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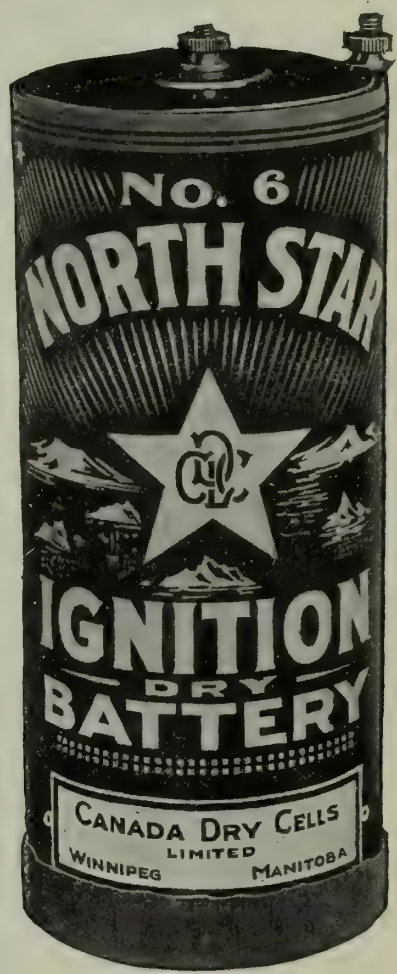

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They give a satisfaction that makes pleased customers and re-orders double-sure.

The Western Battery for the Western Need.

Send an order through your jobber — he'll ship you promptly.

Canada Dry Cells

Limited

WINNIPEG, MAN.

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Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Ranges
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Razors
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wolstenholm & Son, Sheffield Eng.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.

Roofing
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.

Roofing Supplies
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Simonds Canada Saw Co., Montreal.
Aylmer Pump & Scale Co., Aylmer.
Victor Saw Works, Hamilton, Ont.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Doors and Windows
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wolstenholm & Sons, Sheffield, Eng.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto. Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

Shock Absorbers
Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware
Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.

Spark Plugs
Henricks Magneto & Electric Co., Indianapolis, Ind.
Interstate Electric Novelty Co., Toronto.

Splicing Compound
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Collins Mfg. Co., Toronto.

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B. Greening Wire Co., Ltd., Hamilton.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

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W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stairs, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

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Hamilton Stamp & Stencil Co., Hamilton. Ont.

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McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Stratford Mfg. Co., Stratford, Ont.

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Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.

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Collins Mfg. Co., Toronto.

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O-Rib-O Mfg. Co., Winnipeg, Man.
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Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

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The Goodell-Pratt Co., Greensfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
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Pratt & Whitney Co., Ltd., Dundas.
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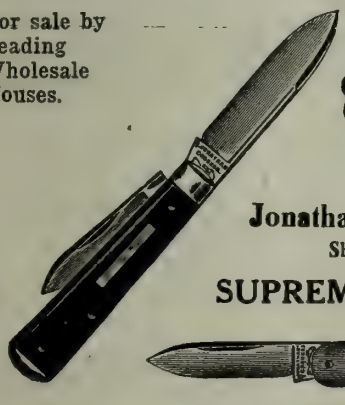

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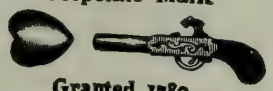

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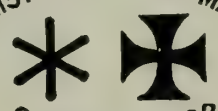

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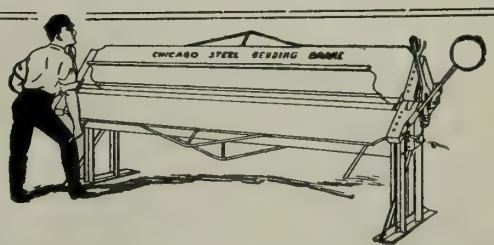

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Dominion Iron & Steel Co., Ltd., Sydney, C.B.
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The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

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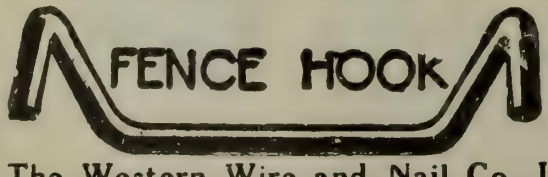

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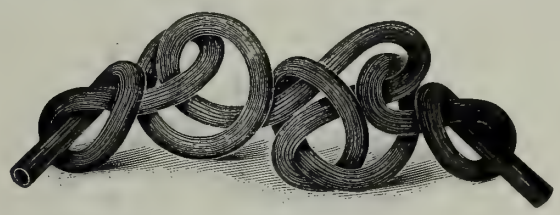

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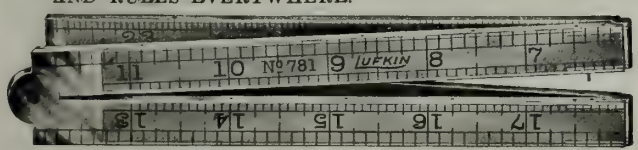

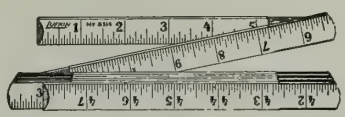

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WINDSOR, ONT.

The "DEAN 404"

The Boat for Outboard Motors

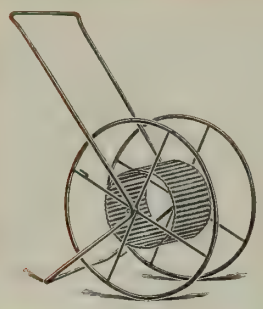
AGENTS WANTED EVERYWHERE

We manufacture full line of Canoes, Row-boats, Outboard Motor Boats, Small Launches, Large Launches, Sailboats, Dinghys, Paddles, Oars, Sails, Lee-boards, etc., etc., and also handle all makes of Outboard and Inboard Motors. **We require, at once, agents to handle these goods.** The finest Discounts and Terms offered. Get our 1916 Catalog "H," and ask for discount sheets.

Write for further particulars NOW, before the season begins, and be sure to ask for sample of the "DEAN" Close rib, Metallic Joint Construction.

IF YOU HANDLE OUTBOARD OR ROWBOAT MOTORS, BE SURE TO GET PARTICULARS AND PRICES OF THE "DEAN" NO. 404.

WALTER DEAN CANOES AND BOATS TORONTO, ONT.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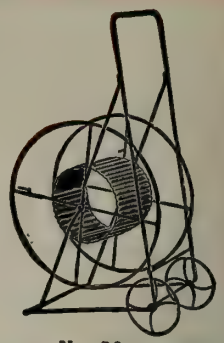
Simple and handy to use.
Very light yet exceedingly strong.
They preserve the hose.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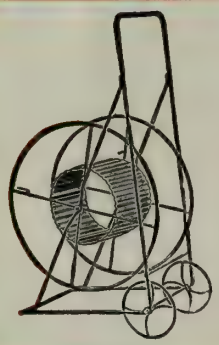
McKINNON ALL STEEL REELS SELL BEST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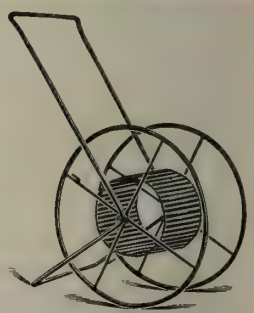
Order NOW for spring delivery

McKinnon Dash Company
St. Catharines, Ont.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Every Chain Guaranteed.

Welds are Absolutely Smooth

Electric-Welded Trace Chains

McKinnon trace chains are electrically lap-welded on patented machines. The resulting weld has a uniform tapering swell adding 25 per cent. to the strength and wearing qualities of chain. All chains are tested, carefully inspected and put up in rust-proof bags.

Made in Canada

McKinnon Chain Co.
ST. CATHARINES, ONT.

Sold by Jobbers

REPORT OF ONTARIO HARDWARE CONVENTION

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 February26
No. 9 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

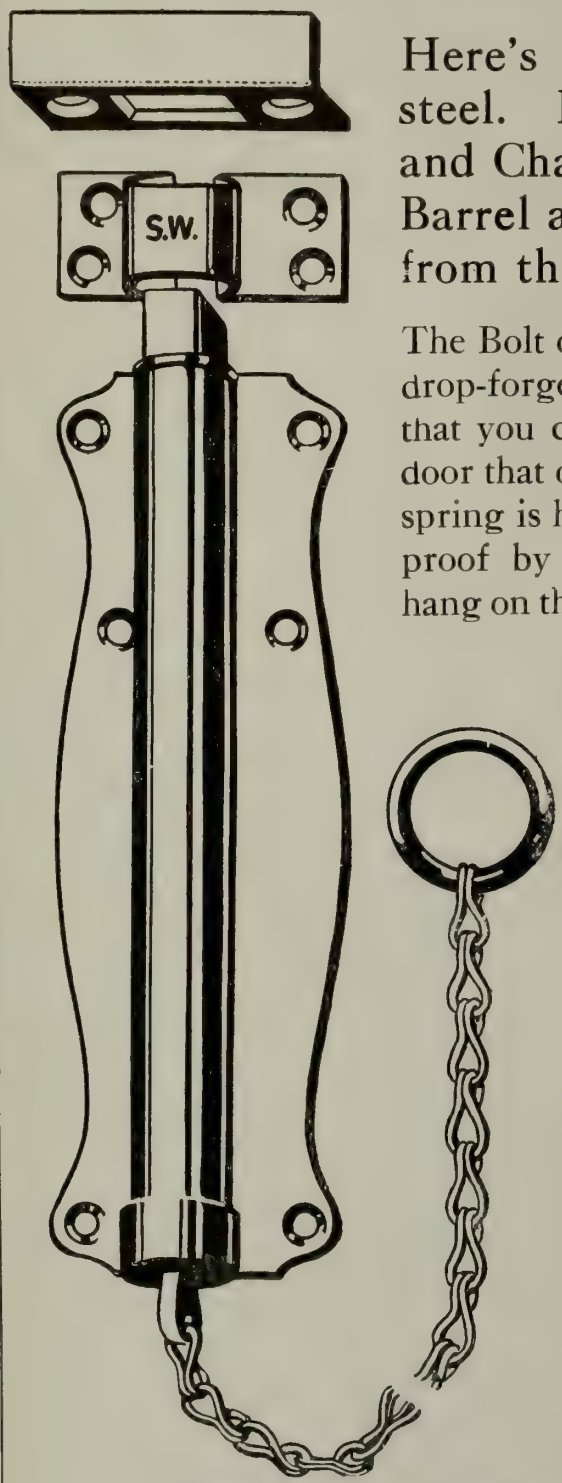
Every retailer should stock this line.

Sale increasing immensely.

The B. Greening Wire Co., Limited

Hamilton, Ont.

Every Double Door Needs A Foot And Chain Bolt



No. 1055. Cut half size of 10-inch

Here's a pair of Bolts made of wrought steel. Let the doors slam, Stanley's Foot and Chain Bolts don't know how to break. Barrel and plate are formed from the same sheet of steel.

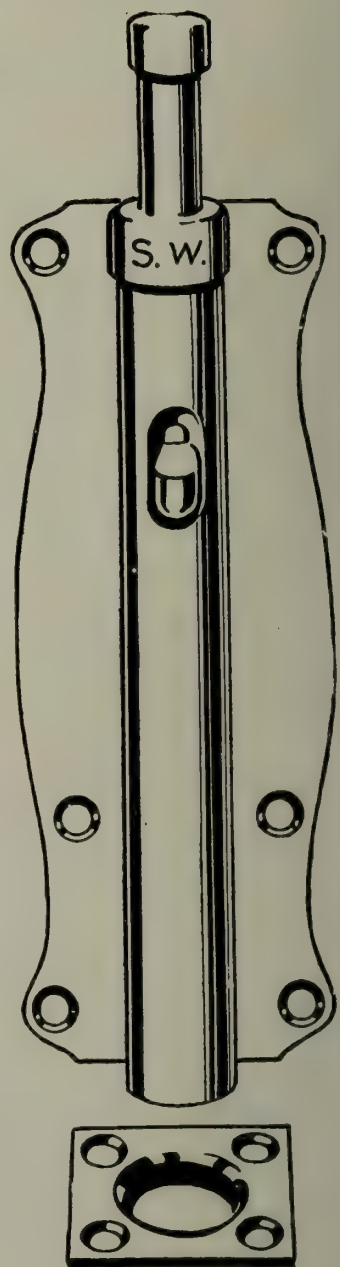
The Bolt of No. 1055 is a solid bar of drop-forged steel. It is reversible, so that you can sell the same bolt for a door that opens either in or out. The spring is heavy piano wire made rust-proof by sherardizing. You could hang on the chain without breaking it.

The parts where you press down and release the foot bolt, No. 1056, are capped with solid bronze. The piano wire springs are sherardized.

The cupped staple is self-centering.

These Foot and Chain Bolts are made in three, six and ten-inch sizes in Japanned and Plated finishes. Ten-inch size is especially designed for garage and heavy door work.

If your jobber can't supply you, ask our Canadian Representative to quote you prices.



No. 1056. Cut half size of 10-inch

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT

NEW YORK CHICAGO

Canadian Representatives: A. MACFARLNE & CO., Montreal

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SMALL TOOLS
PRECISION
QUALITY
DELIVERY
Guaranteed
If your jobber cannot supply you, WRITE US DIRECT.
Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada
MONTREAL
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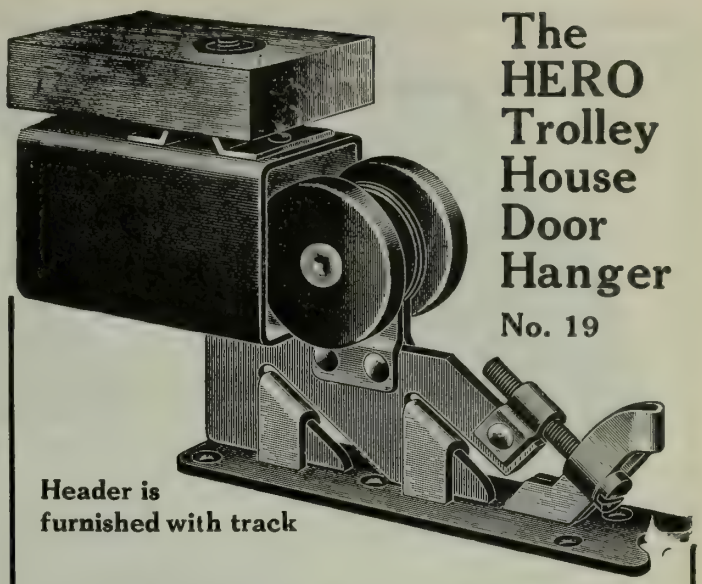
The HERO Trolley House Door Hanger
No. 19
Header is furnished with track
ADJUSTABLE TRACK
BALL-BEARING, FIBRE WHEELS
You can sell the HERO within a dollar of the price of the Flat Track Hanger.
We will write your customers about this if you will send us their names.
"The Hanger People"
Richards-Wilcox
Canadian Company, Ltd
London, Ontario.

WIRE NAILS
IN STEEL HOOP KEG.
WIRE BALE TIES
for baling hay and many other things.
FENCE and POULTRY NETTING STAPLES
WIRE
Bright, annealed, coppered stove pipe, liquor finished, square, etc.
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WASHERS
OF ALL DESCRIPTIONS
ROUND AND SQUARE
PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.
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We Guarantee Quality and Service.
Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

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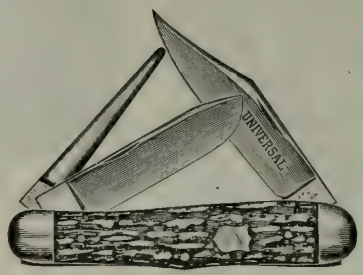
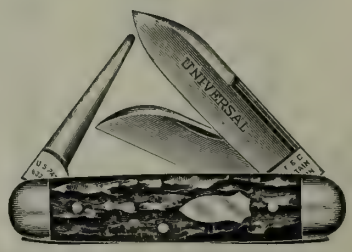


No. 00736, 3⅝ in. Perfect Stag Handle



No. 00216, 3⅝ in. Stag Handles

Yours for Service

When you buy UNIVERSAL Cutlery you're buying a thoroughly good product with an experience of over half a century. The highest quality steel is used in the blades and the forging and tempering is done under a process which insures just the right temper for a keen edge which will remain sharp under the hardest usage.

No. 03618, 3¾ in. Stag Handles

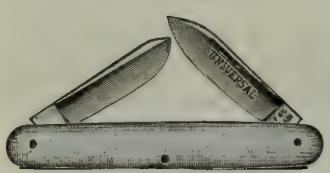
No. 02108, 3⅜ in. Buffalo Ivoroy Handle

UNIVERSAL CUTLERY

Write for Prices, Descriptions, etc.

Stocked by all leading Jobbers.

No. 30266, 3½ in. Ebony Handle



No. 52107, 3⅜ in. Ivoroy Handles

No. 02645, 3½ in. Stag Handles

No. 32239, 3⅝ in. Ebony Handles

No. 02490 3 in. Perfect Stag Handles

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NEW BRITAIN, CONN.

A. MACFARLANE & CO., LIMITED, MONTREAL

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A NEW POULTRY FENCE

"WW" BRAND

"WW" BRAND

Is backed by LEWIS BROS., LIMITED

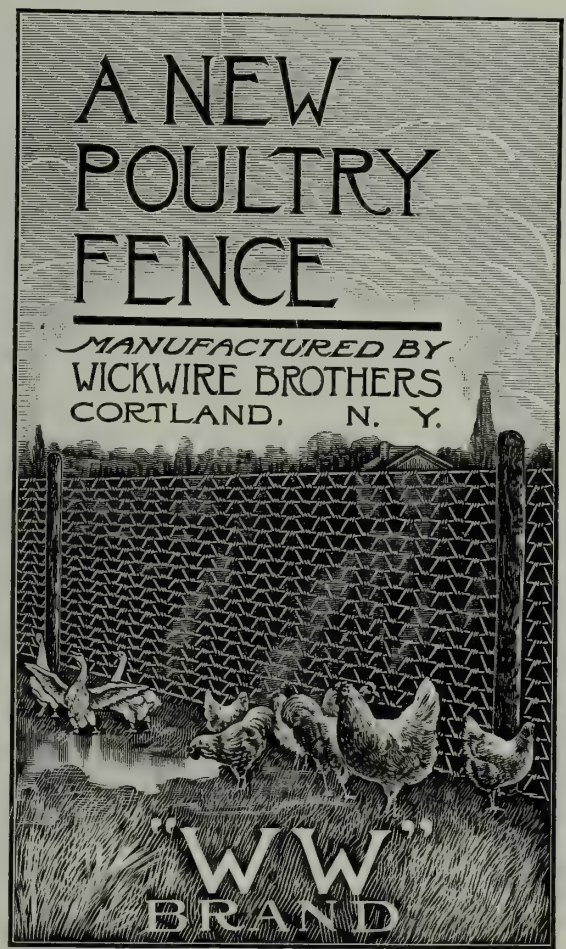
Most Practical—Durable—Economical Poultry Fencing on the Market

Stretches tight to posts without varying the mesh.

Horizontal Wires, which bear the strain, are two sizes heavier than the cross wires.

2-INCH MESH

No. 18—Wire,
Running Lengthwise;
And **No. 20—Wire,**
Crosswise.
Width,
24 30 36
42 48 60 72
Inches.



Made in 1" and 2" Mesh

Galvanized After Weaving, securely soldering all intersections. Made full width and will remain so after being erected.

1-INCH MESH

No. 19—Wire,
Running Lengthwise;
And **No. 21—Wire,**
Crosswise.
Width,
24 30
36 48 60
Inches.

LEWIS BROS., LIMITED, MONTREAL

Between the Visits of our Salesmen, please send us your Mail Orders.

"WW" BRAND

WE SHIP PROMPTLY.
WE FILL ORDERS COMPLETE.

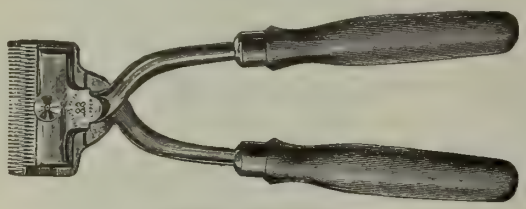
"WW" BRAND

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



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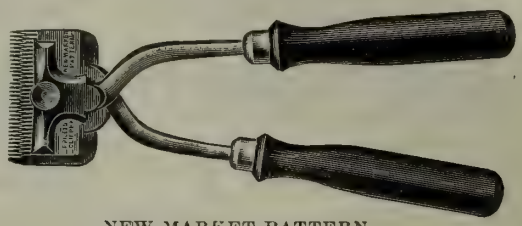
Retailing at about $2.50.



NEW MARKET PATTERN
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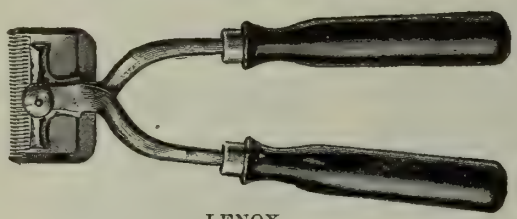
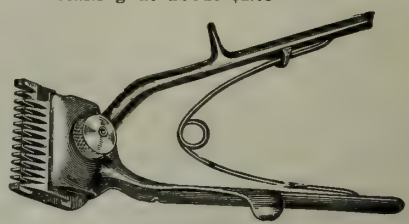


LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



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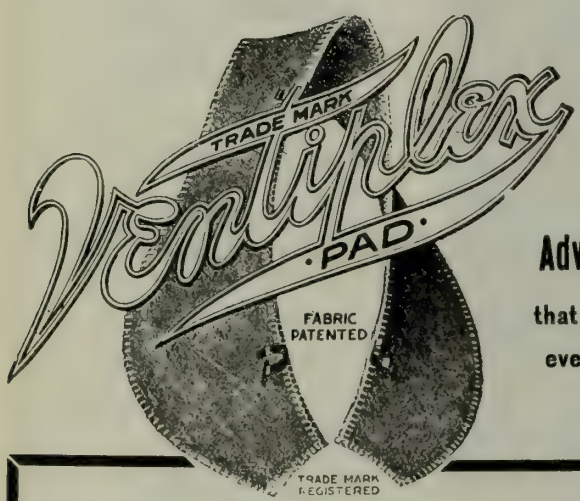
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City



Advantages that appeal to every horse-owner

When you sell a horse-owner Ventiplex goods you sow the seeds for more business, because Ventiplex Housings—Sweat Pads—and Saddle Blankets will give your customer the satisfaction that creates confidence in the goods you sell.

The use of Ventiplex goods will absolutely prevent gall sores. Easily washed, and will retain their shape.

Place your order to-day.
There's a splendid profit.

Burlington Windsor Blanket Co., Ltd.
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FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

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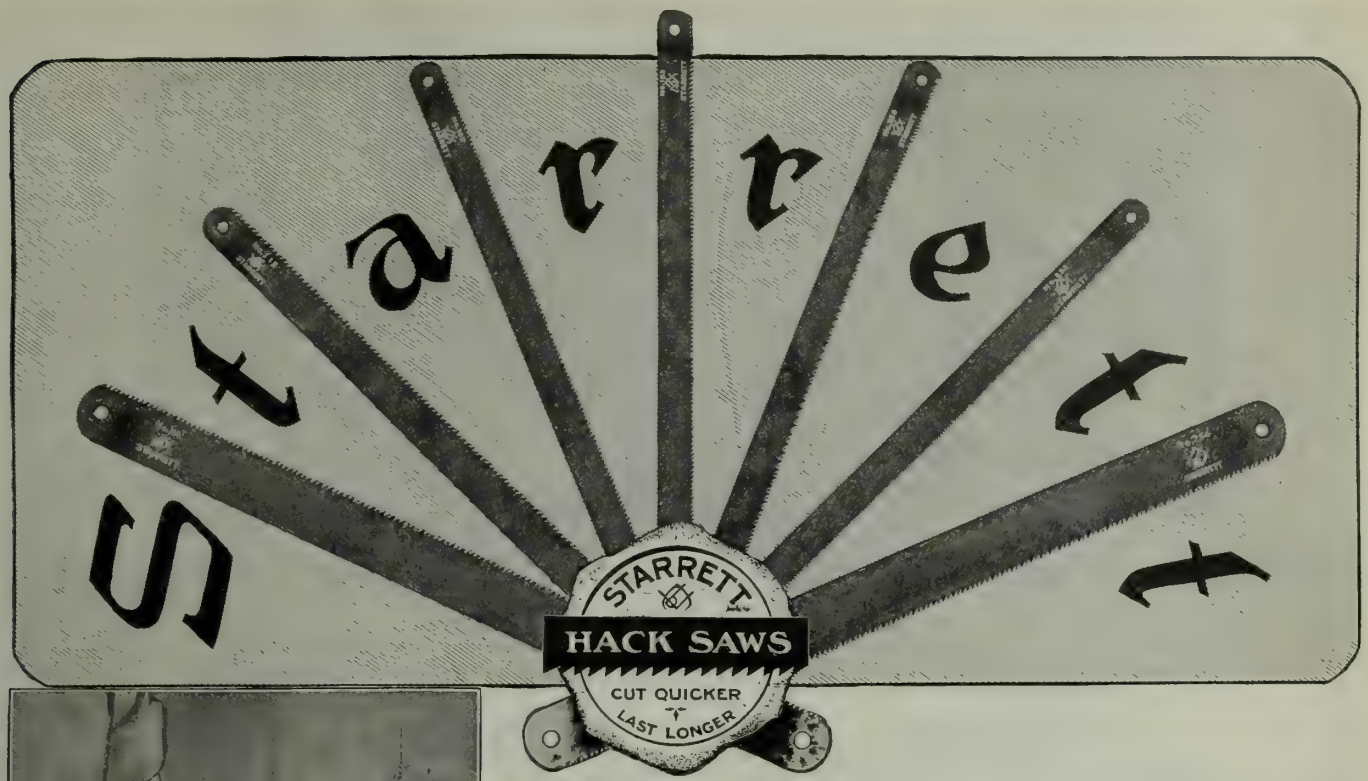
85 Cliff Street **New York City**

Established Since 1835



Hack Saws for Clean-Cut Work

YOU cannot expect a hack saw that is intended for work on cast-iron pipe to make a clean cut in sheet steel. For this reason the good workman who wants blades that are right for every job buys

Starrett Hack Saws

There is a Starrett blade of just the proper steel composition, number and set of teeth, shape, size and thickness for every kind and shape of metal. Starrett Hack Saws properly selected will do better work and last longer than any general-purpose hack saw. For most satisfactory results with hand frames order by this table:

No. 103 Saws in hand frames, to cut cast steel, cast iron, tool steel and all solid metals.

No. 103B Saws in hand frames, to cut cold-rolled stock and soft metals.

No. 102 Saws in hand frames, to cut sheet metal and tubing 16 to 18 gage.

No. 253 Saws in hand frames, to cut sheets and tubing thinner than 18 gage.

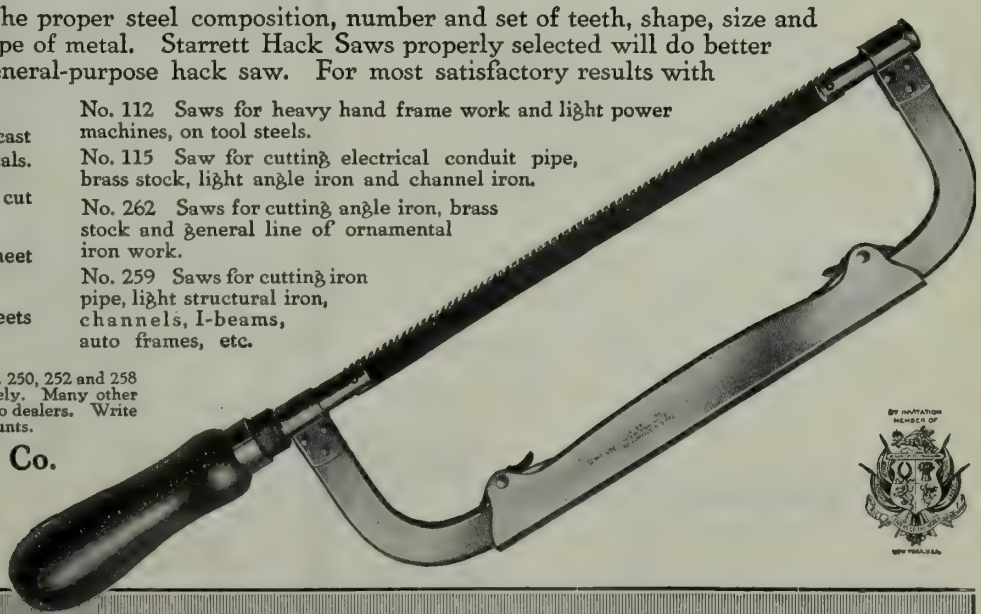
No. 112 Saws for heavy hand frame work and light power machines, on tool steels.

No. 115 Saw for cutting electrical conduit pipe, brass stock, light angle iron and channel iron.

No. 262 Saws for cutting angle iron, brass stock and general line of ornamental iron work.

No. 259 Saws for cutting iron pipe, light structural iron, channels, I-beams, auto frames, etc.

If flexible back saws are preferred, use Nos. 250, 252 and 258 instead of Nos. 103, 102 and 253 respectively. Many other styles for machine cutting. We sell direct to dealers. Write for free catalog No. 20-MA prices and discounts.



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Athol, Mass.
"The World's Greatest Tool Makers"
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Nothing starts a grouch quicker than a file that wears out too soon. And it's the hardest thing in the world for you, Mr. Dealer, to cure that grouch. Best thing to do is never let it start. Stock and sell only these famous brands:

KEARNEY & FOOT, GREAT WESTERN, GLOBE, ARCADE, AMERICAN

(Made in Canada)

Then you're on the safe side. We supply over 90% of Canada's file requirements. Only one reason: QUALITY.

JOBBERS EVERYWHERE SELL THEM.

NICHOLSON FILE COMPANY, Port Hope, ONTARIO

Mr. Clerk

YOU'RE A SALESMAN

YOU are just the man we want to get in touch with to represent us during your *"off hours"* and spare time.

Every day that you work,—you sell goods,—you are a salesman, it's a salesman we want, to look after our renewal and new subscriptions right in that home town of yours.

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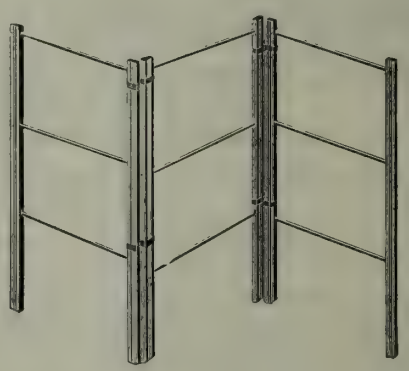
Write us to-day. We will be glad to talk it over with you by letter.

The MacLean Publishing Co.

Dept. C 143-153 University Ave.

Toronto Canada

This is the Season



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Write for new price list on our complete line of Household Woodenware, Verandah Furniture and Wash Boards.

McFarlane Ladder Works

Toronto

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These men are testing a piece of 2½" dia. Plymouth Manila Rope. It has just withstood a 45,000-pound strain, though sold to hold but 43,000.

If this surplus strength were an isolated case, it would mean little. But Plymouth Cordage in general tests "higher than card." The instance cited here is typical.

This is an important fact, for it means that whenever you buy Plymouth you secure cordage that offers a comfortable margin of safety.

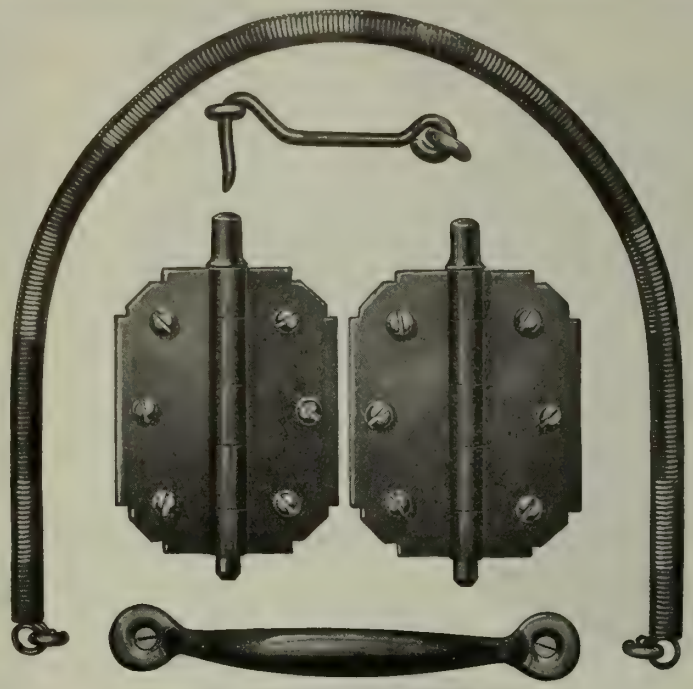
Because of this margin of safety —this surplus strength—Plymouth stands up under the most severe strains of service where other kinds fall down.

And since much the same factors which make a rope strong, make it durable as well, Plymouth's length of service is as superior as its strength.

Actual service is the real test and proof of Plymouth's superiority, and that is the test we ask you and your customers to put it to.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS., WELLAND, ONT.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, ONTARIO CANADIAN SALES AGENTS



No. 175 SCREEN DOOR SET

Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

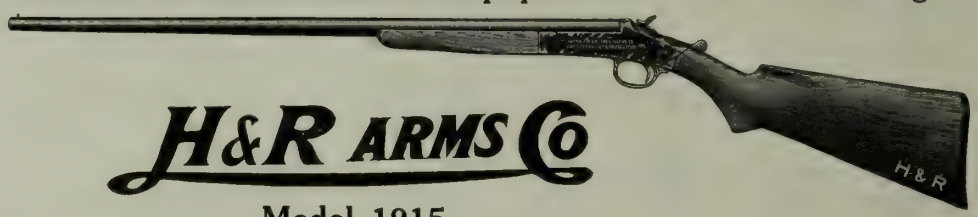
BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

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HARDWARE

FOR

Ammunition Boxes and Cases

To Comply with

IMPERIAL MUNITION BOARD SPECIFICATIONS

BANDS

(Ready to put on cases)

Also BAND IRON, 1¼ x 16, cut to lengths

WOOD SCREWS, NAILS, STAPLES AND WIRE HANDLES

THE HARDWARE IS MADE IN OUR OWN PLANTS.

We Guarantee Delivery. *Prices on Application.*

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HE may have the few tools and materials to be found in every household, or he may possess his own complete chest of tools and well-equipped workshop, but something is lacking—He needs ideas—suggestions of things to make or do. He is tired of all the things that he and his companions have been able to think of. Now there are hundreds of other boys scattered all over this big country who have many new and interesting ideas he has never thought of, but how can this one boy ever get in touch with all these others? In just one way—through the pages of

The Boy Mechanic

The Great Book of 700 Things For Boys To Do

These original, practical suggestions have been furnished by hundreds of boys who have actually built and experimented with the devices they are now telling other boys how to build. In no other way could a book containing such a wide and interesting variety of contents have been prepared, for no one author or staff of writers, for that matter, could have possibly gleaned such a wealth of ideas from their own observation and experience.

The Boy Mechanic **Represents the Best Accomplishments of the Mechanical Genius** for the material used in the book is a careful selection of only those articles which are new, practical and of more than ordinary interest; the selection having been made by mechanical experts who still have active recollections of their boyhood interests.

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A boy would be an old man before he could make half the things described in this wonderful book. It is entirely different from any other published and has

A Few Practical Features:

¶ A large number of the things described may be made from old cast-off articles which the average boy has at his disposal.

¶ Many articles involving the purchase of only a few cents' worth of material will be found fully as serviceable as similar ones costing several dollars.

¶ Scores of handy things the family can use in the home are described.

¶ Finally, this book will develop and interest the boy along mechanical lines and educate him at his play.

"Wish I knew what to make"

700 Articles-480 Pages-800 Illustrations

(7 x 10)

Price $1.50 Postpaid to any address

It is clearly printed on high-grade book paper and durably bound in cloth. The cover is of an attractive design in four colors showing a boy building a small boat. There are ten solid pages of index alone. Neither care nor expense have been spared to make this the greatest boys' book published, and to enable as many boys as possible to have one, the price has been made absolutely as low as possible. It would be difficult to think of a way of investing $1.50 that would benefit a boy as much as through the purchase of one of these books.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

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Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

High Quality TOOLS

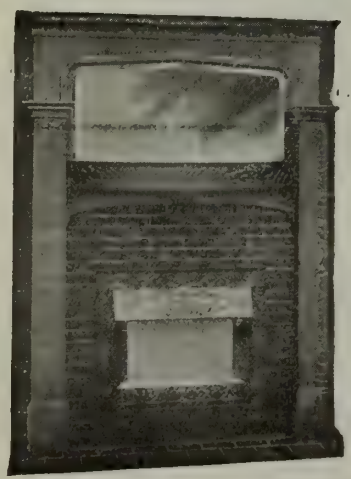
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

The Clipping Machine your Customers Know and Like is this

Stewart Ball Bearing Machine

Stewart No. 1 Ball Bearing Enclosed Gear Clipping Machine in Operation

It sells to the user in Canada for only $9.25

The only satisfactory machine ever offered at the price.

The QUALITY machine, above all others. You can sell more of these machines than of all others put together. Stewart machines are not thrown back on your hands. They please the buyer and help sell more.

A clipping machine that won't cut, nor continue to cut, is a nuisance. It angers your customer, shakes his confidence in you, and spoils your trade.

That never happens with Stewart machines. That's why every jobber carries them; that's why they add to your prestige for selling **GOODS OF QUALITY.**

If you want the cream of the clipping machine business, sell the Stewart Ball Bearing Machine.

Each year we spend more to help dealers and jobbers sell Stewart machines than the gross sales of all other clipping machine makers amount to. That's real co-operation.

Stewart machines cut keenest and last longest. Each Stewart must satisfy the user, or all money paid out will be refunded.

All jobbers have Stewart machines. Order now, and write us for supply of "Helps to Sell" more of these splendid machines.

Chicago Flexible Shaft Co. 250 Ontario Street, Chicago

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

ANNUAL SUBSCRIPTION $3.00 A YEAR
WRITE FOR SAMPLE COPY

JOHN BAYNE MacLEAN, President

R. G. DINGMAN, M. A., Managing Editor

JOHN APPLETON, Editor

THE FINANCIAL POST
OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

The Maytag Multi-Motor Washer

Announcement Extraordinary!

What the Maytag Multi-Motor Washer Will Do.

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

In short, Mr. Dealer, what has hitherto been considered impossible in washing machine manufacture has been achieved in the Maytag Multi-Motor Washer.

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The Maytag Multi-Motor Washer is breaking all sales records for us, so it MUST be selling fast for our dealers.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.

WINNIPEG, MAN.

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

Awarded

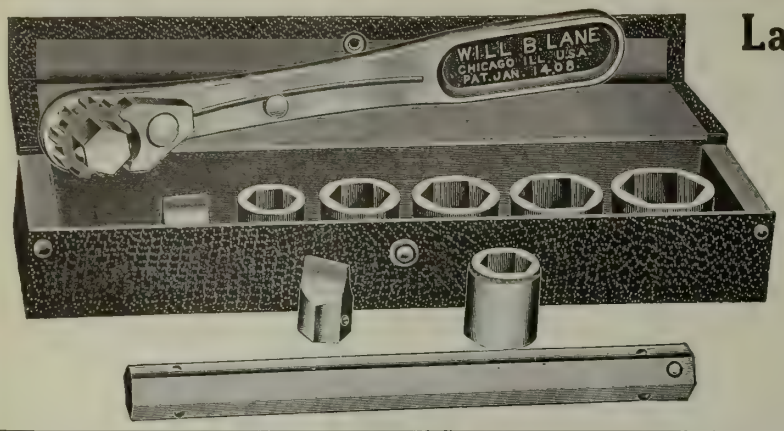
TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded

Send for Catalog No. 150



Lane's Unique Ratchet Wrench

Machine made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:
1 Handle 7 inches in length. 2 Screw-driver bits.
1 Extension bar 7 inches in length.
6 Sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.

STANDARD SET Contains:
1 Handle 7 inches in length. 2 Screw-driver bits.
SEVEN Sockets to fit semi-finished Hex. nuts, as follows:
U. S. Standard from ¼ in. to ½ in.
A. L. A. M. Standards from 5-16 in. to 11-16 in.
Cap screw heads from 5-16 in. to ⅝ in.

Write for Prices and Discounts.

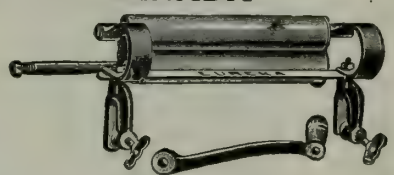
WILL B. LANE
180 North Dearborn St., CHICAGO, ILL.

CANADA FIRST
Clothes Wringers
Every Kind for Every Need

Hardwood Frames
All-Metal Frames
Plain Bearings
Steel Ball Bearings
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere



Cummer-Dowswell, Limited
HAMILTON - - ONT.
SOLD EVERYWHERE

Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

Hardwaremen, Increase Your Sales

Write to-day for our proposition and catalogues. We manufacture a complete line of iron and wire products for all kinds of buildings.

DENNISTEEL LONDON - CANADA — **Lockers, Shelving, Stools, Bins, Cabinets, Office Equipment, Etc.**

DENNIS-LONDON ORNAMENTAL IRON — **Iron Stairs, Fire Escapes, Coal Chutes, Doors, Gratings, Grills, Window Guards, Wire Screens, Fence, Mats, Baskets, Etc.**

WILL YOU HELP MADE-IN-CANADA PRODUCTS LEAD THE WORLD?

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON - TORONTO

BIG
RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

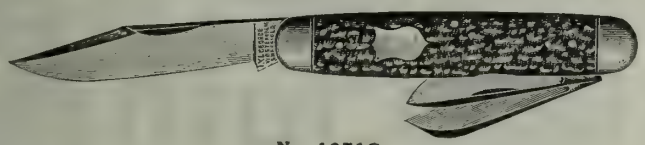
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

There Are Good Profits in

METALLIC CEILINGS

if you use the right material. "M. R. Co." Ceilings lay right, because they're made right. No gaping joints and no skew lines. They make a good job and make it quickly. Ask us for catalogue and price lists. We want to send you samples for your windows and advertising matter for your counters. Let us hear from you.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG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CELEBRATED I·XL CUTLERY

MANUFACTURED BY

GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I.XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.

No. 611

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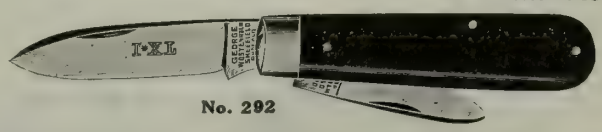
No. 292T



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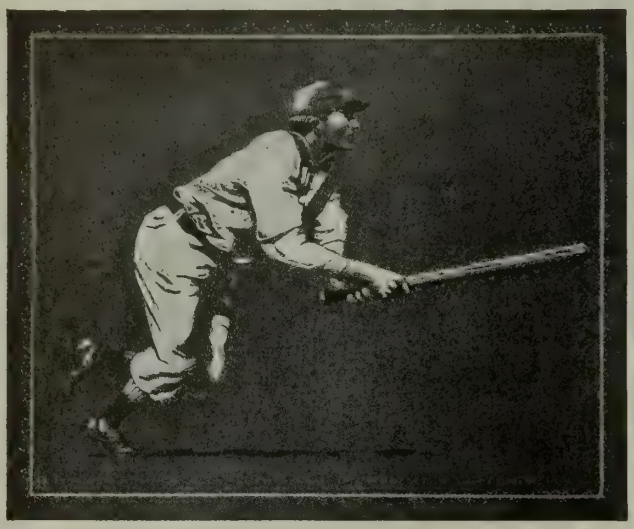
A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

PLAY BALL
With Canadian Made Bats



Made from the best air-seasoned Canadian White Ash, nicely finished.

THEY LOOK WELL, SELL WELL AND LAST WELL

Write for latest price list

ST. MARY'S WOOD SPECIALTY CO., Limited
ST. MARY'S, ONTARIO

WOLFE'S M. I. C.
Khaki Kit Kitchen

This outfit contains two saucepans and a frying pan. Illustration shows outfit when closed. Is covered in good quality khaki duck, interlined with asbestos; cooks with "solid alcohol." Neat, compact, and practical, it is the ideal outfit for sportsmen and military men. Write for full particulars and prices.

A. HARRY WOLFE, Government Contractor
UNITY BUILDING, MONTREAL

Household Brushes

You will appreciate handling a line of brushes that bring you repeat business. That is the way with

"KEYSTONE"

brushes. The woman who buys a "Keystone" floor brush or shoe brush, or whatever it may be, recalls the fact that the brush kept its bristles remarkably well—and she will ask for the "Keystone" Brand whenever she needs a brush or a broom.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Wire Cloth
of every description

TRADE MARK

Our line of Wire Cloth combines a quality equal to the best and a very reasonable price. It is a sales producer that will quickly fatten your profits.

Just try an order and see.

WRITE FOR CATALOG.

Canada Wire & Iron Goods Company
Hamilton, Ont.

Eastern Representative, H. E. O. Bull, 184 Mance St., Montreal, Que.

Maxwell

WASHING MACHINES
FOOD CHOPPERS
BUTTERWORKERS
CHURNS, WRINGERS,
LAWN MOWERS, MANGLES
FARM AND GARDEN
BARROWS

MAXWELL'S HOME WASHER

A high-speed, ball-bearing Washer equipped with specially cut gears that make it light, noiseless and easy-running.

The construction of the dasher makes this type the best for the thorough washing of everything.

It can be operated by hand power or water motor.

It is made in Canada of best quality cypress and is superior in design, construction and finish to any imported washers.

WHEN you stock the MAXWELL lines there is a feeling of security in the knowledge that you have not only followed the example of many of the most experienced hardware buyers of Canada, but that you have secured for your trade the highest quality and best value that is offered.

MAXWELL lines give perfect satisfaction. Please your old customers and bring new ones.

The demand is continually growing. Write to-day for Catalogue.

MAXWELLS LIMITED - ST. MARY'S, ONT.

Good Mechanics are very particular about the tools they use.

When they call on you for tools they expect you to supply them with the best. If you don't the business drifts to your competitor.

Butterfield

Taps, Dies & Reamers

give a service that is all that can be desired in tools—they satisfy the hard-to-please.

Butterfield tools are speedy and clean cutters with a durability that gives them an extra measure of usefulness. They are made to stand up to the toughest cutting proposition in an extraordinary way.

It will pay you to try them.

Butterfield & Co., Rock Island, Que.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

WISS SHEARS and SCISSORS Stay Sharp

An Odd Test Proves To Be A Great Selling Argument

THERE was a time—perhaps now not wholly passed—when the American people were in danger of forgetting that there would be such a day as to-morrow.

Our forefathers, with the habits and restrictions of the old countries strong upon them, builded carefully and well, with a true estimate of the value of stability and permanence. Whether they made a fence, a chair, or candlestick, their first thought was choice of materials and a method of construction which should withstand the ravages of time and use for generations to come. Much of the beauty of old furniture and utensils lies in their sturdiness—in the evidences of the thought and care given to permanent utility.

"Our forefathers builded carefully and well."

But there came a different day. The American people found themselves surrounded by enormous—apparently inexhaustible—treasures in the way of materials with which to work. Why bother to conserve them? They needed many things quickly. Why take the time to make them carefully? Let to-morrow take care of itself. The very air they breathed was surcharged with energy, and speed is its most direct and natural manifestation. Besides, a rapidly growing population gave rise to a strong demand for goods of every description. "Let's get a hustle on us," said the manufacturers, "and take our profit as quickly as we can get it."

"The very air was surcharged with speed."

Thus we fell into the habit, in this new country, of manufacturing for speed and volume instead of for quality and durability.

But the day of reckoning was inevitable. The law of the survival of the fittest is never suspended. The cheap, the flimsy, the shoddy and the make-believe may have their day—perhaps it may seem like a long day—but in the end they must fall out, go to the rear, and eventually disappear. It is interesting and instructive to go over a list of manufacturers who were in business a half century or more ago, and take note of those who have survived and prospered. Invariably it will be seen that the survivors are those who refused to follow false gods and made their goods the best they knew how. These ancient and honored names in our industrial history are those of men whose watchword was quality, men who would not place their name or brand on an unworthy, meretricious product.

The place which the name of Wiss holds on this roster is a constant source of pride and gratification to everybody connected with the business. The Wiss idea has always been to make a product which would not only do the things which it should reasonably be expected to do, but unreasonable things as well. This, it seems to us, is the highest form of service a manufacturer can render the public—to give them better goods than they expect! We are sometimes told that we go much farther than is at all necessary—that there is no good reason why we should spend time, labor and money in making a pair of shears that will do things they should never be asked to do.

"We are sometimes told that we go much further than is necessary."

We who sell the goods are not of that opinion—far from it. One incident of many will show why.

On the occasion of one of our salesmen's conventions a few of them amused themselves during an idle hour by cutting nails with Wiss Tinner Snips. They would put a nail between the blades, swing the snip high in the air, and bring it down with all their might on the most convenient heavy metal object—again and again until the nail was cut in two.

This innocent diversion nearly drove the superintendent out of his mind, but it was something more than fun for the salesmen. They found that a pair of Wiss Snips would cut a 20d nail and then cut clean a piece of tissue paper, showing that the marvelously keen cutting edge had not been damaged in the slightest.

"They found a pair of Wiss Snips would cut 20d nails."

What a selling argument, what an advertising argument, that was! To be sure, Wiss Snips were not *intended* to cut nails, but the fact that they *can* is the most convincing proof of the presence of every quality that a perfect snip should have.

This business has grown in repute, in magnitude and in prosperity for 67 years, because its products have *more* than made good. And the fact that they will do *more* than they should be asked to do makes them strong in public favor—enables us to offer them to you with confidence—enables you to sell them with ease and satisfaction.

The above article appeared in October "Wissdom" published by

J. WISS & SONS CO.

NEWARK, N.J., U.S.A.

Manufacturers of High-Grade Shears and Scissors, Razors, Tinner Snips and Cutlery Since 1848.

Toronto Office: 193 Spadina Avenue

Everybody Needs FRANCO Flashlights

The demand is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.

FRANCO Flashlights

are definitely guaranteed Exclusive patented features—fibre cases cannot short-circuit. FRANCO Radio Batteries last onger, recuperate quicker and give more brilliant light than any flashlight battery made. **Catalogue mailed on request.**

INTERSTATE ELECTRIC NOVELTY CO. OF CANADA, Limited
220 KING STREET WEST, TORONTO, ONT.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Handle your Oils and Gasoline with the

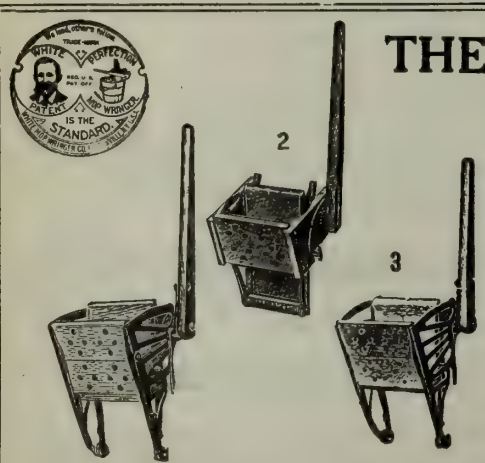
WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**
Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.
If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.
Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.



THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and perfectly.

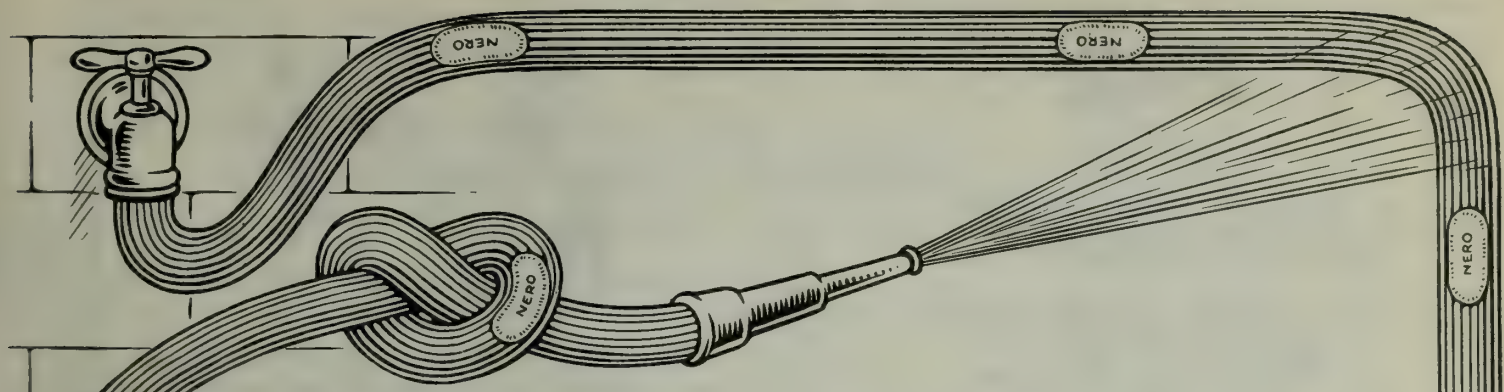
Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.



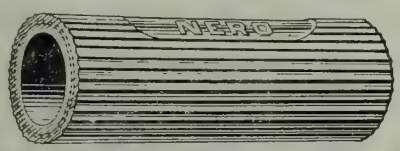
It will soon be hose-time!

Be prepared to give top-notch satisfaction and reap a good profit by stocking

GOODYEAR MADE IN CANADA GARDEN HOSE

It's a hose that has been made to stand dragging over rough surfaces without cutting or tearing. It is non-kinkable. It gives the customer the service that is expected from good hose.

A sale of Goodyear hose to a home will quite often result in one to the neighbor.



"Nero Brand"

"Nero" is an absolutely non-kinking hose. This feature is due to its special seamless construction. There are no joints or seams as the threads are woven right in the hose itself during manufacture by special machinery. Comes in single lengths up to 500 ft. This means that you have no short, unsaleable lengths left over at the end of the season.

"Reliable Brand"

"Reliable" garden hose is made by the same expert workmen as "Nero" hose. It is a lighter grade garden hose of "wrapped fabric" construction. The fabric is stitched together at the edges—not just stuck. Comes in 50 ft. lengths. Made ½-inch diameter, 3 and 4 plies; ¾-inch diameter, 3, 4 and 5 plies.

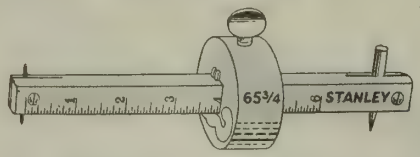
Goodyear Garden Hose has been extensively advertised to the consumer in the past by means of attractive copy in the newspapers. This campaign will be continued during the coming season.

THE GOODYEAR TIRE & RUBBER CO. OF CANADA, LIMITED

Head Office: Toronto, Ont. **Factory: Bowmanville, Ont.**

Branches: Vancouver, Calgary, Eamonton, Regina, Winnipeg, Hamilton, Toronto, Ottawa, Montreal, St. John, N.B.

Stanley Tools



A NEW STANLEY Marking Guage

It embodies a new feature consisting of a pencil inserted in the opposite end of the bar from the steel marking point.

The Pencil has not the same tendency to follow the grain as has the steel point, and in addition makes an easily distinguishable mark.

Both Steel Point and Pencil can be adjusted for length and readily removed for sharpening.

The Gauge is made of Boxwood—has Brass Thumb Screw, brass shoe and brass face-plate.

We are recommending this new Gauge for school work.

Prepare for Orders.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

THERE'S PROFIT IN SELLING THE "1900" LINE OF WASHING MACHINES

To be thoroughly profitable to the dealer, an article must measure up to these two requirements:

1st:
It must provide a reasonably large profit per sale.

2nd:
It must have merit sufficient to enable the dealer to make sales easily.

One of these recommendations alone should not be sufficient to interest you. Both are needed for real profit. Both are provided by

The "1900" Line of Washing Machines and Wringers

Write for our list and description of various types of washers and let us tell you of our liberal proposition to Hardware merchants and others qualified to handle our goods.

"1900" WASHER COMPANY
357 Yonge Street TORONTO

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

Annual Subscription $3.00 *a Year. Write for Sample Copy.*

JOHN BAYNE MACLEAN. President
R. G. DINGMAN, M.A., Managing Editor
JOHN APPLETON. Editor

THE FINANCIAL POST OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.

Particulars on request.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

DAVIDSON'S GARBAGE CANS

are made of heavy steel bodies and seamless covers, galvanized after being made up. This process of manufacture makes them absolutely rust-proof.

Our cans meet the requirements of all City Health By-laws, no matter how drastic.

We manufacture a full line of Garbage and Ash Pails and Cans in various sizes.

Carry a few of these in stock and you will be surprised at the sales you will make.

Write us for prices.

The Thos. Davidson Manufacturing Company, Limited
Toronto MONTREAL Winnipeg

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

IT ALWAYS PAYS TO BUY THE BEST

Just as it pays to plant the best seed, so it always pays to buy the best goods.

Best Quality
Best Construction
Best Workmanship

In our Rubber Goods, it is QUALITY that counts. We stand back of the quality, workmanship and construction of our lines. That protects your interests, and you are sure to be satisfied.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, FEBRUARY 26, 1916 No. 9

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GEO. D. DAVIS, Editor.
J. W. TYSON, Associate Editor.
C. W. BYERS, Associate Editor.
A. G. WEBSTER, Associate Editor.
G. E. PEARSON, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

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HARDWARE AND METAL

Published Every Saturday Since 1888

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Hardwaremen's Successful Convention

Sessions Extended Over Tuesday, Wednesday and Thursday—Well Attended and Interest in Matters Pertaining to Trade Was Keen — Association Shown to be in Flourishing Condition

THE first open meeting of the eleventh annual convention of the Ontario Retail Hardware and Stove Delears' Association was held at the King Edward Hotel, Toronto, on Wednesday of this week, at 10 o'clock, under chairmanship of the president of the association, C. W. Conn, Tillsonburg. The meeting gave promise of an enthusiastic convention by reason of the number present. President Conn, in a few appropriate remarks, declared the convention in session, and welcomed all members and visitors on behalf of the organization. He hoped the convention would result in much good. Short speeches were also made by President Adam Taylor, of the Canadian Hardware Manufacturers' Exhibitors' Association; by F. S. Tobin, secretary of the same association; Lieut.-Col. J. B. Maclean, publisher of "Hardware and Metal," A. M. Smith, president of the Canadian Stove Manufacturers' Association; James Hossack, vice-president of the Canadian Hardware Manufacturers' Exhibitors' Association; J. Billinghurst, vice-president of the C. H. M. E. A.; Weston Wrigley, honorary secretary of the Ontario Retail Hardware & Stove Dealers' Association. Reports were also made by President Conn, Secretary Macpherson, John Caslor, treasurer; report of the advisory committee and also of the auditors.

Reports from the various officers of the association, published elsewhere in this issue, show the organization to be in a most flourishing condition. Many out-of-city members registered, and the enthusiasm over the affairs of the association was manifest by the interest taken in the various subjects up for discussion of peculiar interest to the hardware trade. One of the items on the agenda of the convention, which resulted in a great deal of good and some valuable points being brought out, was the discussion over the tenders for the heating and plumbing of a modern house. The secretary's report showed eighty new members were received during the year, which speaks well for the membership contest. Together with the associate members added during the year and other members up to February 19, there is the excellent total of 169 new members added during the time since the last convention met.

The treasurer's report showed the receipts for the year to be $1,910.45, with the expenditures $1,157.62, leaving a cash balance unexpended of $743.05.

President Taylor of C.H.M.E.A.

President Adam Taylor, of the C.H.M.E.A., referred to the fact of the increased membership of the Ontario Association as good news. He expected that the hardwaremen would be greatly interested in their exhibit at London. His address follows:

"Mr. President and Gentlemen:—

"For the C. H. M. E. I wish to congratulate you upon this your eleventh anniversary of your birth year. We are naturally much interested in your health, wealth and prosperity, as we are of the same family, and share with you the good things of the earth, or the lean days of the cold depression of the poor times when they are upon us. In fact we are twin brothers to you, although our date of birth is later than yours as an association, nevertheless, the units that go to make up the interests of each Association, yours and ours, have existed and depended upon one another for a long, long time.

Group photo of Hardwaremen attending the Convention. John Caslor, Treasurer, is displaying some of the Association's cash.

"We are told of your increased membership; this is good news and I hope by the next meeting you will be able to double it.

"This year our Association will meet you, as it has been agreed with your executive officers, at an exhibition and general hardware week at London during June. At that time we expect to find a way to interest you to an extent that you will pronounce your visit to what we will prepare for you, a profit to yourselves of sufficient value to well repay you for the time you spare to make that trip, and the pleasure you will give us to meet you."

Exhibition Better Than Ever

F. S. Tobin, secretary of the C.H.M. E.A., reiterated the sentiments of President Taylor. Continuing, he said:

"We have given evidence as to keeping our promises with respect to exhibitions. In June we promise you something different than it has ever been before. It will be well worth your attendance. We have fixed upon a time in June when it looks as though there

ADAM TAYLOR,
President Canadian Hardware Manufacturers' Exhibitors' Association

would be a week to spare. It is a great pleasure to meet with old friends and see their faces again. It is a great pleasure to be with you again. We extend to you all a hearty invitation to be present in London in June of this year.

Need to Continue Work

Lieut.-Col. J. B. Maclean, publisher of "Hardware and Metal," spoke of the good work which is being done by the association throughout the hardware trade in general. He asked that the members of the association continue in this work for much greater good can result. He said:

"I want to congratulate you on the splendid progress which, I am told, the Association has made during the past year. It gives me, as one of its foster parents, a great deal of personal pleasure to know that it was never in as prosperous a position as it is to-day. A successful association is always an indication of the public-spiritedness of the members. Business men, manufacturers, farmers and mechanics are nearly always benefited by working together. For this reason I have always, since I became associated with the Hardware and Metal industry, more than a quarter of a century ago, supported organizations within the industry. At least two national retail associations were started before the present organization. They lived but a year or so. It is now nearly twelve years since several hardware merchants suggested our organizing an association in connection with—as an adjunct to—our paper, Hardware and Metal. I refused to do this because I found from actual experience and observation that close relationship between a newspaper and an association which the paper was aiming to serve led to abuses, but I agreed to help in the organization of the trade and finance the association until on a self-sustaining basis. A newspaper that cannot get subscriptions and advertising on its merits and has to appeal for support because it is an organ of an association or associated with this or that society has no right to exist. Neither is there a place for a retail association that appeals to the wholesale trade or manufacturers for contributions for excursions, banquets, theatre parties and other forms of entertainment. Happily Canada has been free, or almost free, from this form of graft, which, is unfortunately, not uncommon among the associations in various trades in the United States. Because, unlike former hardware organizations, you put your association on this high plane, and because of the excellent men who have filled your important offices, is the great reason for your present prosperity and the respect in which you are held throughout the trade.

"When your Secretary, Mr. McPherson, did me the honor to come all the way up to my office and personally invite me, not only to be present, but to speak at the annual meeting, I could not refuse and gladly accepted his cordial invitation, but when he asked me to speak on any subject I might select, I demurred, saying I would enjoy the meeting much more if I might be allowed to listen to the discussions.

"I will, however, take the opportunity of saying that not only are the merchants of Ontario, but those of all other provinces, to be congratulated on the development, accomplishments and the present prosperous condition of the Ontario Retail Hardware and Stove Dealers' Association.

"It has undoubtedly been very hard, discouraging work. There have, no doubt, been times when you were inclined to abandon the Association. You have imagined the apparent indifference, if not the opposition, of the great mass of the merchants.

"There is really no foundation for such a feeling. The whole trade of Canada is deeply indebted to those of you who have stood behind this Association all these years, and through which so much has been accomplished for the general benefit. I am sure that the hardware trade, from the Atlantic to the Pacific, appreciates your efforts and is deeply grateful. The fact is that most of us are animated by good intentions, but these are overcome by our tendency to put off the things we are not actually compelled to do.

"There is not a merchant, not a clerk, not a traveller anywhere in Canada—no matter how extensive his business may be—with a receptive mind and an energetic temperament who cannot find material at these gatherings to inspire him to be a bigger and better business man.

"If I were a merchant and could not attend myself, I would send my best clerk. If he is the right man he will repay me many times over for the time and expense. If I were in a distant town, I would get the merchants together, select one to attend the meeting, that he might bring back a report of what he heard and discuss with us the many sidelights of such an important gathering. Matters of a confidential nature that the editors of his trade paper may think it wise to omit from their printed report, the things such a delegate would learn in discussion with other business men or groups of other hardwaremen before and after the meeting.

"I am asserting what I myself practice. Last year, when the outlook was gloomy and every cent counted, I had five of my staff go, at considerable expense, to a very important business gathering in Chicago. They all came back bigger, broader business men as a result. One of these men has since been appointed our general manager, and another promoted to the management of one of our most important departments.

"For years I have gone regularly to New York, London, Paris, Berlin and other centres, where I have met and learned from leading financiers and business men something of present and future conditions. When, in 1912, leading financiers said Canada was in for two years of the greatest prosperity in her history, my papers were able to say, from information thus gathered in the money centres abroad, that instead we should at once prepare for the stringencies which came a few months later. In August and September, 1914, I was called anti-British because we said the war would not be over in three or six months, but would not, unless the unexpected happened, end for three or perhaps five or more years.

"As I said, the whole trade of Canada has been bettered by the work and inspiration of this Association. Much you have attempted is still uncompleted, and new conditions will arise and, I am sure I am voicing the sentiments of business men everywhere when I say they are with you. In details there may be some differences. But you can safely go ahead with the feeling, inspiration and confidence that you have them at your back. You will make no mistake in taking a big view and in discussing and acting upon trade problems as if you were representing all Canada. Through the business press merchants right across the Dominion are every week informed of any action you may take.

"Do not mind a little criticism of your work and your motives. The men who are doing things in this world will always be subject to petty attacks. In the U.S. civil war, when all the great Northern generals had to report continuous defeats, Lincoln

LIEUT.-COL. J. B. MACLEAN
Publisher Hardware and Metal

found one man—away out in the West, who always won—Grant. When he spoke of him for a higher command his advisers said it would never do. 'Grant is a whiskey drinker,' they said. Lincoln replied, 'I wish you would find what brand he uses; I would like to supply it to my other generals.'

"It is time enough to listen to critics when you find they are inspired by the same public spirit as you are.

"I cannot sit down without expressing the pleasure it gives me to see so many old friends who are still active in good works—some who attended the preliminary organization meetings at our office, more than a dozen years ago. One of you, John Caslor, was then elected and still continues to be Treasurer. And, if I mistake not, your President was one of the founders. I had a letter some months ago from the first President, Mr. Humphries, who is now a hardware traveller in the West."

Expect Big Exhibit of Stoves

A. M. Smith, of the McClary Manufacturing Company at London, president of the Canadian Stove Manufacturers' Association, said the members of his organization expected to have a large exhibit at London. He extended an invitation to the members to be present.

"I do not make any pretence as a

public speaker. You will expect something perhaps with respect to the Exhibitors' Association at London. We wish to extend a hearty invitation to you all. We hope to have the biggest exhibition of stoves on any previous occasion, and we will endeavor to make it pleasant for you all."

Need to Patronize Home Industry

James Hossack, vice-president of the Canadian Hardware Manufacturers' Exhibitors' Association, emphasized the need for patronizing home industries.

"There is one thought that occurs to me—the advantage and necessity of dealing in goods made in our own country. While manufacturers are prosperous you are prosperous. I hope you will take this matter up and discuss it at your convention. Arguments are always made against home-made goods. You have heard them. They may be such arguments that goods are not as rigidly inspected as in Europe. I will admit many of these things are true. But the European and American manufacturers have been organized for years. I believe the goods received during the past year, and which were made in Canada, were better than the goods received before the war. I believe they will be even better this year."

J. Billinghurst, vice-president of the C.H.M.E.A., said the exhibition in London, would be one of the best in the history of the association He wished the O.R.H. and S.D.A. every good success "I assure you the association has no more ardent friend than myself. I feel confident the exhibition of our association at London this year will be one of the best in the history of the association."

Believes in Measure of Protection

Weston Wrigley, honorary secretary of the association, thought the Canadian manufacturers should receive a certain amount of protection in the manufacture of Canadian goods. "There is no one more delighted than myself with the excellent progress the Ontario Retail Hardware and Stove Dealers' Association has made during the past year. The rejuvenation of the association during the past year has been one of the notable features of the association's work. The opportunity came a year ago to secure the services of Mr. Macpherson, of Prescott, as secretary. It is exceedingly gratifying to know of the practical work he has undertaken—work which would not be possible except by a practical hardware man. The association has stood on its own bottom. From the beginning it has been financially sound. I hope it will always stand solidly on its own basis.

Secretary Macpherson read a letter from A. A. Bittues, of the Gillette Safety Razor Company at Montreal, regretting that he would be unable to be present. His company was adding considerable new equipment and enlarging their plant to look after the export trade which prevented his leaving the city at the present time. He wished the association a most successful convention.

Increasing Membership Aim in Past Year

President Conn's Address—Membership Increased During Past Year — New Price-Book Favorably Received—Efforts of Secretary Appreciated—Booth at London Exhibition in June

IN his address delivered at the opening meeting on Wednesday, President C. W. Conn, of Tillsonburg, Ont., after thanking the members for having elected him as president last year, referred to the importance of studying the hardware markets with a view to buying to the best advantage. President Conn referred to the changed conditions under which the trade is working to-day, as a result of the war.

The increase in the association membership was also referred to, and the president pointed out that one of the chief aims of the assocation officers during the year had been to increase the membership.

A visit to the London Exhibition in June was suggested. It was also suggested that the association have a booth at the exhibition to be held in June, at London, Ont., under auspices of the Canadian Hardware Manufacturers' Exhibitors' Association. A number of other important matters were referred to in the president's address, which is reported in full as follows:

The President's Address

"Members of the Ontario Retail Hardware & Stove Dealers' Association:

"Gentlemen:—

"At our last convention held in these rooms you did me the honor of electing me as your president. I desire to take this opportunity of thanking you for electing me to the highest office in our association. I can assure you I feel it an honor not only to preside at our meetings but to be associated with such a large and intelligent body of retail hardware men."

C. W. CONN

Tillsonburg, Ont., President Ontario Retail Hardware and Stove Dealers' Association 1915-16

Study the Markets

"On account of the war in which our country has been engaged in for nearly two years, this past year has been for every business man a very trying one, the changed conditions being such that it has made every one of us study the markets more carefully in order that we may buy to the best advantage for our trade, and right here I may say that I think those who attend our conventions are the ones who will be the most benefited by taking part in the discussions also by comparing notes with other retailers as to prices and to the best markets to buy the different commodities in."

Closed Meetings

"At our last Convention our meetings were held in close session for retailers only. This year it has been decided to do the same and every member is free to discuss in full, any matter that is brought up for discussion.

I am pleased to announce to you, that the Canadian Manufacturers' Exhibitors' Limited have remitted to our

treasurer the sum of three hundred dollars which they promised us at our last convention."

Membership Increased

"The increasing of our membership has been our great aim this year and I am pleased to state our efforts have been rewarded as we have more members in good standing before our Convention this year that at any previous year, having added one hundred and fifty new members, ninety seven hardware men and fifty three associate members, this being entirely new blood.

We decided to get out "A service to members campaign", by sending out price lists etc. to the trade, which judging from the replies received by our secretary from all parts of the country have been very much appreciated by the trade and I may state this is only the beginning, we intend to keep on getting out new lists as fast as possible."

The Secretary's Efforts

"Too much credit cannot be given to Secretary McPherson for his efforts in this "service to members' campaign" as upon him has fallen the whole work of getting out these lists. That the efforts have been successful is shown by our large increased membership. I would suggest that a full discussion of "The service to members' campaign" as carried on this past year be held and that suggestions as to improving or adding too be forthcoming at this convention."

Tenders for Hardware

"You have had submitted to you, a plan and specification of a modern house on which we are asking tenders for hardware, heating, plumbing and galvanized iron works. I sincerely trust that we will receive many tenders, as this seems to me to be one of the best educational features of our convention, and full opportunity will be given all members to discuss the different tenders when opened.

The Canadian Hardware Manufacturers' Exhibitors' Limited, have decided to hold an exhibition of "Made in Canada Hardware" at London this coming June, having secured the Western Fair buildings for same and I would like all members of our association to make it a point to attend this exhibition and assist in making it a huge success."

Booth at London

"I would also suggest that an executive meeting of this association be held in London at the time of this exhibition also that we engage space from the Canadian Manufacturers' Exhibitors' Limited and erect a booth for advertising our association, having on display our different price lists, etc., by this means coming in touch with many of our fellow-hardware men, not members of our association whereby we may greatly increase our membership."

"In closing let me again thank you for the honor you conferred upon me. and I sincerely trust at the close of this, our Eleventh Annual Convention, we will go back to our homes feeling greatly benefited from this convention and that we can truthfully say it has been the best ever held, also that we may all be spared to attend many more conventions."

Secretary Reports 169 Members Added

Treasurer's Statement Showed Association in Healthy Financial Condition with Cash Balance of $743.05.

To Members of the O.R.H. & S.D.A.

Gentlemen:

In presenting this my first report as secretary of your association, I must express my gratification at the manner in which my efforts during this term of office have met with your approval, as shown in the many kind expressions as to the services rendered, which expressions I have every reason to believe are sincere.

W. F. MACPHERSON
Prescott, Ont., Secretary Ontario Retail Hardware and Stove Dealers' Association.

I will mention first the results as made apparent in the number of new members enrolled. During the period from March 15th to 31st December, the end of our financial year, 94 full memberships were recorded, of which 14 were renewal and 80 new. In addition, associate members were added, all new. This makes a total given in the nine months of 134 new members. Since January 1st to February 19th there have been added 19 full members and 16 associate, making a grand total of 169 new members secured since last convention. I am also pleased to state that, although the expense in connection with the rendering of "Aid to members," as per your resolution at the last convention, has been considerable, our treasurer will be able to make you a very favorable report as to the financial standing of the association, and sufficient to assure you of the possibility of an extended service during the coming year along such lines as this convention may determine.

During the year there has been distributed through my office from 9,000 to 10,000 mailings, and I am satisfied that during the present year the publicity thus afforded will bear fruit, and that a still larger increase in membership can be obtained by following up the campaign inaugurated.

During the past few months I have received numerous remittances covering old accounts due our members, which were forwarded in response to collection letters. Many of our members have written me stating that some of the accounts collected were actually outlawed. I mention this because it is evident to me that many of our members have not started to use these valuable collection forms, and, as each member has been furnished with a supply, I would strongly recommend their use, as I believe almost any member can collect sufficient to cover his membership fee many times over from, apparently, uncollectable accounts. Any remittance or correspondence regarding accounts forwarded to me are promptly sent to the person sending out the collection letter.

Although every package of lists and supplies sent out contains a form of acknowledgment to be returned, I might state that less than 50 per cent. of these packages were acknowledged. I would appreciate receiving a letter from all the members using these forms as to their value, not for my own satisfaction, but to use in connection with the campaign for new members. Your assistance in this way will ensure a continuance and extension of the service, as only by a steady growth in our membership can the expense in connection therewith be covered.

I must express to you my appreciation of the good services of our two hardware publications, "Hardware and

Metal'' and ''Canadian Hardware Journal,'' in their endeavor to promote the interests of our association, and I am sure that their valuable aid was a considerable factor in our growth this year, and I feel is worthy of more than this passing mention in my report.

I must now pay my respects to our good president, Mr. Conn, who has been most attentive to the affairs of the association and energetic in the duties of his position during his term of office.

As further reports will cover the other activities of your association, I will conclude by expressing the hope that this our 1916 Convention may be one of harmony, full of good fellowship, and that our deliberations and discussions will be of such a nature that each and every member will go back to his business feeling that he has profited by his attendance.

All of which is respectfully submitted.

W. F. MACPHERSON, Secretary.

Financial Statement

The following is the statement of the finances of the Ontario Retail Hardware and Stove Dealers' Association, as presented by the treasurer for the year, January 1, 1915, to December 31, 1915:

Total cash received	$1,900.67
Total cash expended	1,157.62
Cash balance	$ 743.05

Standing of Association

Cash on hand	$752.83
Stock on hand	110.00
Office equipment	40.00
	$902.83

Advisory Committee Thinks Coming Year Will Be Good One

Anticipates an Even Larger Percentage Increase of Membership Than Year That Has Just Closed

February 23rd, 1916.

Gentlemen:

Your Executive Committee held a meeting in Toronto on April 5th when the books and property of your Association were transferred by former Secretary Wrigley to Secretary MacPherson, of Prescott, his successor. Your auditors at that time made an audit of the books and made a satisfactory report. Your Executive at that meeting went into the proposed ''Service to Members'' plan and authorized the Secretary to follow up the plan as per his suggestion. Your Executive also authorized plans for a membership contest, results of which will be announced by the Secretary in his report.

A meeting of Advisory Committee was held in Toronto on 11th October and, on the report of Secretary as to the results obtained through the Price Lists issued so far, authorized publication as early as possible of further additions.

The purchase of a duplicating machine was also decided on for the purpose of issuing frequent price changes to our members. Recently, a machine has been secured, and we are sure that the usefulness of the same will be demonstrated to your satisfaction. At a joint meeting of the Advisory Committee and the Committee of Directors of C.H.M.E.A., it was decided to hold our Convention as a purely business Convention again this year, and to accept an invitation from the C.H.M.E.A. to attend a monster Exhibition to be held in London in June this year. The date will be shortly announced and we would express a hearty desire to have a good, large representation of our members present on that occasion.

At a further meeting of Advisory Committee on January 17th last, plans for the present convention were approved of and we sincerely trust that you will be able to secure some lasting good from the deliberations and discussions on the matters set forth in the program.

We are pleased to note a splendid increase in our membership and have no hesitation in believing that the present year will see a much larger percentage of increase than even the past year shows.

We invite your hearty co-operation during the present Convention to ensure the success which is due an organization founded for the betterment and aid of the Retail Hardware and Stove Trade in our Province.

All of which is respectfully submitted. C. W. Conn, president; H. Occomore, past president; W. F. Macpherson, secretary

To Enlarge Service to Members

Members Suggest Additions to Association Price Book—Members Disagree on Question of Universal Retail Prices—Association Helps Favorably Received

At the opening meeting on Wednesday afternoon the minutes of the last meeting were read and adopted.

The resolution committee was appointed as follows: James McGregor, Oakville (chairman); D. A. McNab, Orillia; R. Hawkins, Smith's Falls; J. Rogers, Atwood; A. R. Bernhardt, Preston.

Nominating committee was appointed as follows:—W. A. Rankin, Ottawa (chairman); S. B. McClung, Trenton; F. W. Hendershott, Mt. Forest; J. D. Smith, Baysville.

Service to Members

President Conn in opening the discussion told of the service to members which had been enlarged during the past year. The Association price book had been favorably received by members of the Association. The officers of the Association would like to receive suggestions as to how the service could be enlarged.

D. A. MacNab, Orillia, and T. J. Thomson, Owen Sound, suggested that new lists be issued on gas fittings and cast fittings. A .J. Wright, Hamilton, Ont., suggested that a list be issued on sheet window glass.

New Lists Suggested

D. A. MacNab, Orillia, suggested that a list be issued showing the sizes usually carried in the average retail hardware store, and that blank spaces be provided for the insertion of cost and selling prices. One member pointed out that the glass manufacturers are now working on a new sheet glass list which would be issued shortly.

Mr. MacNab pointed out that many junior clerks could not figure discounts, and he urged the adoption of a list which the members themselves could fill in with prices.

Mr. Hawkins, of Smith Fall's, stated that he had made up price lists of his own for glass, but he would be glad to have lists issued by the Association.

It was pointed out by a member that matters were unsettled with regard to glass lists owing to the fact that Canada is at present depending largely on the American market for supplies, and the American list is now entering largely into the glass business.

A. J. Wright, Hamilton, suggested that a uniform price for glass be adopted and that members be asked to adhere to the suggested prices.

Mr. MacNab did not agree with Mr. Wright, and stated that a resale price list would not be lived up to, owing to differences in conditions and competition in various towns and cities. Mr. MacNab advised the Association to keep away from any attempt to tell members what they should sell their goods at. Each individual member would have to set his own price. A universal retail price list would not work.

President Conn stated that Mr. MacNab's point was well taken, but pointed out that if a suggested retail price list was issued by the Association, the members of the Association would have to use their own discretion as to its application.

Mr. McGregor, of Oakville, told how a Hamilton firm had gone into Oakville and sold glass at a very low price.

W. W. Bennett, of Gananoque, suggested a glass list with sizes shown, but with blank spaces for the insertion of prices.

Secretary MacPherson stated that it was not the intention of the Association to publish suggested retail prices, but merely to publish a glass list with sizes shown and blank spaces provided for cost and selling prices.

List for Butts and Hinges

A. J. Wright, Hamilton, Ont., suggested a list for butts and hinges.

President Conn suggested a list for dry colors, owing to the fact that it is hard to mark the prices on the original containers of dry paint colors.

Another list suggested was for brass goods, such as bibbs, cocks, etc., or in other words a plumbers' list.

D. A. MacNab asked how many members present were using the Association price list. Those using the lists were asked to rise, and it was found that a large percentage of the

members are using the lists. One member stated that he had only received one set of sheets with the price book cover.

Secretary Macpherson stated that each member should receive sheets in duplicate. One set to be used in the price book for office use and the extra sheet for use in the various departments of the store.

If any of the members have not received two sets of lists with the binder, they are asked to advise the Secretary.

As no further suggestions were forthcoming, it was suggested that the next subject, "Price Maintenance," be taken up.

D. A. MacNab, Orillia, objected to the new subject being taken up until something definite had been done regarding the service to members. "Let us come to some decision," said Mr. MacNab, "and not jump to the second subject on the program until we settle the first one."

It was then moved by Mr. Mosely, Huntsville, and seconded by Mr. Bottum, Bobcaygeon, that the matter be left in the hands of the executive committee. The motion carried.

Take Up Misrepresentation of Paints

Claimed by Members of Association That Pure Paint Cannot be Produced for Thirty-Three Cents a Quart—Discussion on Firearms Legislation

A discussion arose at the Wednesday afternoon meeting, when one of the large department store's advertisements was read quoting paint at 33 cents a quart. President Conn said the point the association wanted to get at was whether the advertising is misleading.

Mr. Phillips, of Toronto, said he took a man from the inland revenue office to the department store and asked if the paint was pure. He bought two cans and sent one to the inland revenue office at Ottawa for analysis. He was awaiting a report.

W. A. Rankin of Ottawa said he knew where the paint was made. A traveler had offered him the same paint and showed where he could make a profit at 35 cents a quart.

John Caslor, Toronto, Ont., thought if the firm could be shown up it would be one of the best things for the retailer.

President Conn said: "Are we going to allow this misrepresentation if it is proved that it is misleading?"

J. N. McGregor of Oakville said if the association can show up this concern it will be one of the best things for the trade. John Caslor thought it was the duty of the Ad. Club to take the matter up.

It was moved by Mr. Wright, of Hamilton, and seconded by Mr. MacNab that the matter be referred to the executive committee for action when the report of the analysis was received from the inland revenue department.

Discussion Re Firearms Legislation

A discussion took place on the law governing the sale of firearms and offensive weapons in Canada. President Conn read the provisions of the Act from last week's issue of Hardware and Metal.

Secretary Macpherson read a letter from a firearms manufacturer who stated that the present law was unjust and prevented many responsible persons from securing revolvers.

The chief discussion centred around the sale of air guns. W. J. Carter, of Picton, could not see why the sale of air guns should be prohibited.

Roy McGregor, Oakville, Ont., pointed out that there are some very powerful air guns manufactured—some that had sufficient force to deliver a bullet that would penetrate six inches of wood. Mr. McGregor thought that a man with a powerful air gun could do considerable damage without being detected, owing to the fact that there would be little or no report.

Another member told how he had been shot on two separate occasions by some person with an air gun. He had nearly lost the sight of one eye as a result. Owing to the fact that no report of the discharge was heard, the shooter was not detected. This member was heartily in favor of any law that would prohibit the sale of air guns.

John Caslor, Toronto, told of an experience he had with an air gun, which might have proven serious, and he was not in favor of selling air guns.

Mr. Thomson of Owen Sound thought the Act in its present form was unfair. He also stated that his firm had been prosecuted and fined for selling a hunters' knife, but merchants are allowed to sell French cook's knives, and the law does not affect their sale.

Secretary Macpherson reported he had been told that the Provincial police department would oppose any change in the law as it stands.

A. J. Wright, Hamilton, Ont., told of the red tape necessary if a man wanted to purchase a revolver, and stated that he had stopped handling them as a result.

Quite a number of those present at the meeting did not seem inclined to express an opinion on the subject and it was decided that no action be taken.

Rebate on Stoves.

President Conn brought up the matter of a bonus or rebate on stoves, offered by the Canadian Stove Manufacturers' Association, which, it is claimed, gives the real stove dealer the advantage of the price that he is entitled to, instead of making a price to him, the same as any general store buys one stove for.

The main feature, it was pointed out, that should appeal to the dealer is that the bonus or rebate is made up to apply on the aggregate purchases from several manufacturers. This enables the dealer to select the lines best suited to his market and taste, or as many different lines, or parts of lines of the associated manufacturers, and in this way obtain the maximum rebate his purchasing power entitles him to. The notice issued by the Stove Manufacturers' Association reads as follows:

"Your combined purchases for the year from Jan. 1 to Dec. 31, 1916, from the following manufacturers (names deleted) will be added together to make up the amount that will determine the amount of your rebate. All your purchases of coal or wood stoves, ranges and heaters are included in making up the amount when ordered from (names deleted). Furnaces, gas heaters, gas stoves or ranges and electric heaters, electric stoves or ranges are not included. Your combined purchases of $250 or over entitle you to a rebate of 2½ per cent. and up, according to amount you buy from all or any of the above manufacturers."

A COMPLETE REPORT

A complete report of the proceedings of the Eleventh Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association appears in this issue. Although the convention was not concluded until Thursday night, a full report of the discussions, question box sessions, election of officers, together with the annual reports, appear in this issue. To issue a complete report in such a short period of time requires the energy of several trained men. The effort was undertaken in order to give readers what Hardware and Metal has always striven to give — the best possible service.

ADDRESS ON INSURANCE

Mr. Wright of Wright & Ross, insurance adjusters, gave an address on Wednesday afternoon with respect to insurance policies. His address was preceded by a short talk from W. J. Carter, telling of his recent experience in having his fire losses adjusted. "Fire on our premises was very interesting to us. But it may not be so to you," said Mr. Carter. "We were meandering along in a very lax way with respect to insurance policies."

Had Co-Insurance Clause Cut Out

"We had $24,000 stock and carried $15,000 insurance. One part carried insurance of $1,000. The adjuster walked in and said he would call it $1,000. In the main part of the building water had done great damage. There was no hesitancy about allowing all the insurance this part carried.

"By all means put police at your doors when fire comes. The mob would have overrun and stolen a lot. It is beneficial also in stopping pilfering. One farmer had an axe, hatchet, dozen knives and forks. He was fined $30. The adjuster told us we were more than fortunate in having the co-insurance clause wiped out."

Mr. Carter said his office had been destroyed and price books were destroyed. The stock sheet prepared in August last year were preserved in the safe, but at the time of stock-taking the prices had not been entered. The sheets had to be filled in for the insurance adjusters, and Mr. Carter had secured his prices by taking them from "Hardware and Metal." "One of your valuable assets then is 'Hardware and Metal'," said President Conn. "Yes," said Mr. Carter, "it is our hardware bible."

Opposed to Co-Insurance Clause

"One gentleman says the co-insurance clause is the best thing. I am at absolute variance with him," said Mr. Wright.

"Mr. Carter possibly did not consider that stock is the same value on day of fire as when bought. You cannot tell two months after your inventory what your stock is.

"I represented a company in which the chartered accountant had put on a value of $23,280. That loss was finally settled for $47,808. The loss in that case was $135,000 altogether. I have seen many stung by co-insurance. The co-insurance clause is the best asset the fire insurance companies have. Enhancements are one of the things you have never thought of. When you have a loss do not leave it to your local agent to give notice of loss. There is no such thing in Canada as a broker who has no connection with the insurance company. The law requires that you give notice of loss to the company in writing. The next step is the notice of separation. You must get notice by yourself to the company. Notice from the agent is not notice from you.

"We are going to save the goods of our client in the best possible way. The law says you must protect it. You should not take the position that if the insurance companies want it you should let them have it. They do not want it. You are wrong in neglecting it. They do not have anything to do with goods except those on which there is a loss.

Should Notify of Loss

"Companies send their man down, presumably representing all the companies. We often have cases where companies say the adjuster represented them on one policy but not on another. These things you should do:

1. Notify the company of loss.
2. Save everything you can.

Allowance for Obsoletion

"A lot of you do not get your stock-taking up-to-date. It is a big thing. Depreciation of equipment is another big thing. Put them on your books at the actual cost to you. If a five-year life, set off 20 per cent. as contingent fund. Don't write off depreciation at all, but throw it into a contingent reserve fund. There is obsoletion. The adjuster makes his statement on value less actual wear and tear. This remark applies to machinery. Machines worth $6,000 a year were obsolete because of new inventions. They had been carrying $10,000 insurance and were not worth a snap because of their obsoletion.

"It has been argued that unless you are carrying co-insurance you cannot get a policy which will cover all goods. A policy should be broad, general—goods, wares and merchandise—and such as usual to a general hardware business. You should not get a whole lot of permits.

Must Get Permits

"One permit you must get is for coal oil. There is a law that prohibits a man carrying more than five gallons of coal oil without a permit. This is an Ontario statute. You cannot carry more than five gallons of lubricating oil without a permit.

"But do not get permits unless they conflict with statutory provisions. Do not get anything on your policy that you do not need to have. Insurance is a tremendous problem. I am continually running against something new. If a building is destroyed to such an extent that it cannot be repaired, it is a total loss in Ontario, but not in Manitoba, Alberta and British Columbia.

When to Move Stock

"When shall he move his stock when a fire is threatening?" was asked by Secretary Mac

pherson. "That is a question on which you must use your own judgment," replied Mr. Wright. "If goods were mine, every dollar would get out of there as soon as possible. Then the insurance companies would pay for damage to goods by removal or through being stolen."

D. A. MacNab said a number of years ago the association took up the matter of mutual insurance. He opposed it then on the ground that they were not insurance men. "I think our policies should be placed in hands of someone who knows more about it than we do."

A resolution thanking Mr. Wright for his address was moved by A. J. Wright, of Hamilton, and seconded by R. W. Hawkins, of Smith's Falls.

Co-operation to Maintain Prices

Discussion Brought Out Advisability of Members of Trade Getting Together to Avoid Cutting Prices

The question of maintaining prices brought out some interesting experiences of members in their particular town. In opening the discussion Secretary Macpherson said he was in a pretty good town for keeping up prices. There was a time when they did cut prices. But that was before he attended the conventions. They got together on cement first, and that was the thin edge of the wedge.

"One of the main things is friendly relations with your competitors. We buy our dry cells together, our glass, our kalsomine and other things. I think this can be done in many more cases."

Mr. Bernhardt, of Bernhardt & Spalding, Preston, Ont., said they had come together there on certain things and had been selling glass from list for past three years.

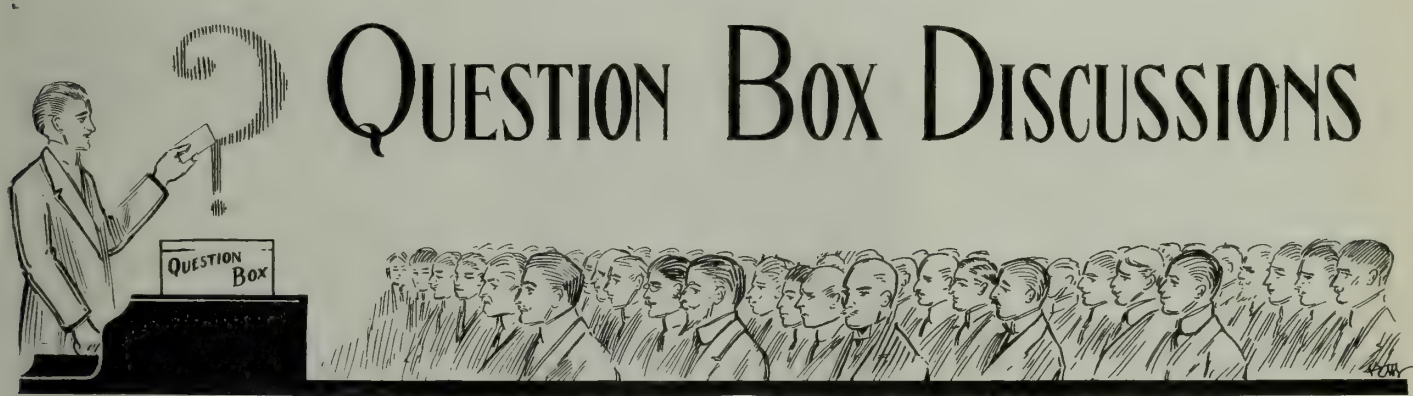
Ed. Wanless, of J. C. Wanless & Co., Chatham, said it seemed almost impossible to get together in his city. Two out of seven had promised to attend a meeting. Four others would not promise at all. "If anyone can line up seven hardware men there I would be glad to present him with a gold medal."

Mr. Billings, of the Windsor Hardware Co., Windsor, Ont., said they have more to contend with on the border owing to the nearness of American cities. The hardwaremen of Windsor get along very well. About the only thing they have done is to get acquainted. "So far as prices go we use our own judgment. Some of us get together and buy glass. So far as co-operation, we are getting along very well. We have gained nothing more than friendship. That is worth a whole lot."

F. W. Hendershot, Mount Forest, said it had been the custom of merchants in his town to meet and discuss the wholesale situation. "It has been customary for my competitors to telephone and arrange prices. It has been a very pelasant place to work on this account.

Dan. Cinnamon, Lindsay, Ont., stated as follows: "We try to maintain our own price as much as possible and meet the other fellow's price when we have to. We find it hard to get together. I run my business the same as if the other fellow was not there. If they cut prices we meet them and grin and bear it. It is a nice thing to maintain prices when you have congenial competitors. If you have not it is best to run your own business to suit yourself."

The discussion was here intercepted to allow Mr. Wright of Wright & Ross, to give an address on insurance adjustment.



QUESTION BOX DISCUSSIONS

Some interesting discussions developed at the first question box session at the Wednesday evening meeting. One of the questions asked was, Why do hot water pipes freeze quicker than cold water pipes? One of the members wanted to know if it was a fact, to which President Conn replied "Yes." Another member wanted to know if the water was hot when the pipes froze. As no one seemed able to volunteer the information Secretary Macpherson moved that the matter be referred to "Hardware and Metal" for a reply. The question will be taken up and answered through these columns next week.

Prevailing Prices of Galvanized Iron

What is the prevailing price of galvanized iron, sheet and half sheet? President Conn asked all those getting 10 cents a pound or over to stand up. Five members responded. Secretary Macpherson suggested that their photos be taken and preserved. He was unable to get any such price. President Conn, in the absence of further information, said the prevailing price was 9 cents a pound in his town for sheets and 10 cents per pound for cut sheets.

Where is Profit on Nails?

Another questioner wanted to know if any dealer was getting a profit on the present price of wire nails. Secretary Macpherson said in Prescott they have been selling them without a profit. He was at a loss to know why it should be so, and was of the opinion that the dealers who are making a profit are very scarce. A. J. Wright, of Hamilton, said the dealers in that city were making a fair profit when the nails were sold by the pound. In that city they were selling them at 6 pounds for 25 cents and 5 cents for a single pound. The reason that they could not get a profit on nails in kegs was because the jobber stepped in. Dealers in Hamilton had come together and arranged the price of such articles as wire netting and screen wire cloth, and he saw no reason why dealers in towns and districts should not try to get together on articles where they found there was no profit.

Collection Department Successful

Is collection department of Association successful? Members reported considerable success in collecting accounts through the department conducted by the Association. Mr. Hendershot, of Mount Forest, had succeeded in getting two accounts out of three that had long been considered doubtful. He thought where the merchants selected his cases judiciously for collection by this means it was an excellent scheme. Mr. Oldham, of Weston, reported that he had used the Association's collection forms with success. A. H. Wideman, of Markham, said he had very good success in collecting by this means.

Some Expensive Leaks

One of the questioners wanted to know what was the most expensive "leak" in the hardware business. A. J. Wright, of Hamilton, said he had lost a barrel of linseed oil from a storage house which contained twenty-five barrels. The staves of the barrels seemed to spring and allow the oil to escape. It had been suggested that he put in a tub of water to keep the staves from shrinking. John Caslor, Toronto, thought the installation of a storage tank was a solution of the difficulty. Mr. Rankin, of Ottawa, said he thought if the floor of the storage house was sprinkled with water occasionally there would be no shrinkage in the barrel staves.

H. Occomore, of Guelph, thought another serious "leak" was through the spoiling of glass in cutting by inexperienced men or juniors in the employ of the concern. They would naturally hide glass spoiled in the cutting and not let the proprietor know of the leak.

Opinion as to Special Sales

The question of whether special sales paid was asked. W. J. Carter, Picton, Ont., said he had put on a special sale after his recent fire and had found it paid well. President Conn said the results of the dollar day sales in Tilsonburg were conceded by the merchants to be the largest of any day in the history of the town. H. Occomore, of Guelph, the said the dollar day sales had enabled him to get rid of a lot of stuff which it would have been impossible to sell otherwise. J. E. Moseley of Huntsville, had tried the scheme, but had given it up after a short experience.

Re-sale Prices.

Will it benefit members of our Association if a general re-sale price is adopted?

One member in answer to the above expressed the opinion that there would be no benefit until all retailers were memebers of the Association.

A. M. Smith, of the McClary Mfg. Co., was asked by President Conn to speak from the manufacturers' standpoint. Mr. Smith replied that the question was rather a vague one. "Our line," said Mr. Smith, "is so extensive that it would be almost impossible to have re-sale prices on all articles. We are starting this year to place re-sale prices on a few lines."

F. M. Tobin, secretary C. H. M. E. A., stated that he had listened to a good many discussions on re-sale prices, and related some of his experiences when he was a travelling salesman some years ago. "Price does not govern the sale always," said Mr. Tobin. "I would advise retailers to encourage manufacturers to adopt legitimate re-sale prices on goods of reputable quality and when conditions were satisfactory to all concerned."

Mr. Hawkins, of Smith's Falls, was in favor of re-sale prices on a fair basis, on goods well known and well advertised. Mr. Hawkins also suggested that manufacturers, when selling to department stores and mail order houses should try and get these firms to accept the goods under a label which would be different to the labels supplied to the retail trade. Mr. Hawkins did not ask the manufacturers to stop selling to the large firms, but he thought steps should be taken to protect the retail hardware merchant.

Edwin Johnson, of Boissevain, Man., was in favor of national advertisers having legitimate re-sale prices.

Mr. Hawkins stated that he was selling a line of skates, on which re-sale prices had been fixed, and had no trouble in securing the re-sale price adopted by the manufacturer. Secretary Macpherson stated that he had seen same line of skates being sold at a cut

price. A number of other retailers stated that they had been able to secure the re-sale price on skates.

F. M. Tobin told how some of the large department stores and mail order houses cut prices below their cost, in order to use them as leaders. This, said Mr. Tobin, is a common practice in many of the large stores.

Cost of Doing Business

What is the percentage cost of doing business on various lines using sales as a basis?

Mr. Reddick, of Napanee, referred to lines such as nails, twine, etc., on which very little profit was made. These lines were sold at a loss. It is hard, said Mr. Reddick, to get the proper percentage on each individual line. What per cent. should we make on our sales? Mr. Reddick also stated that the merchant had to take into consideration the many leaks in a hardware store, as they all had to be paid for.

A. J. Wright, Hamilton, was of the opinion that it would be impossible to fix stated profit percentages on the hardware lines referred to. Profits in a hardware store range from 1 to 100 per cent.

Value of Stock

What is customary in taking an inventory—to take in goods at present cost or cost at time of purchase?

The consensus of opinion was that the goods should be taken in at the actual value or cost at the time the inventory is taken.

Mr. MacGregor, Caledonia, was of the opinion that the goods should be taken into the inventory at the actual cost or value at the inventory period.

Collections

Who has best plan for keeping collections up?

This question was not answered.

Eaton Competition

How does the Eaton competition affect your store trade? Why can Eaton sell scales at the price they cost us? What do you pay for a 240-lb. scale—10-lib. scale—4-lb. scale?

No replies were forthcoming to the above questions.

Association Forms

How many members are using the Association forms?

The above question had been answered at the afternoon session, and it was not thought necessary to again take it up. (Answer will be found in article referring to Association's service to members elsewhere in this issue.)

Convention Dates

Is the third week in February the best time in which to hold the convention? The majority of those present were of the opinion that the third week in February was the best period in which to hold the convention.

Cement Sacks

How can a member secure full value for cement sacks returned to manufacturers?

One member complained that the cement manufacturers always deducted a certain percentage, usually ranging from 7½ to 25 per cent., on cement sacks returned, which meant loss to the retailer.

Another member stated that on one shipment he had made in which he knew for a certainty that all the sacks returned were in good shape, the manufacturer deducted 7½ per cent. for damaged sacks. On another occasion he made a shipment containing a large percentage of torn and damaged sacks, and the deduction was just the same as in the previous shipment—7½ per cent.

It was felt generally that the retailer could secure very little redress, and that he would have to make a profit on cement sufficient to cover loss on sacks in addition to the regular profit.

How Net Profits Are Figured

How do you figure net profit? was answered by Mr. MacGregor, of Oakville. The net profits for the year could be secured by finding the difference between the cost price and the selling price. This would give the net profit. Mr. Reddick, of Napanee, thought the man who keeps the books should be able to answer the question of net profit. It was very necessary that expenses be considered with a view to finding possible leaks. The difference between assets and liabilities at the end of the year will be the present worth of the merchant. Edwin Johnson, of Boissevain, Man., said the difference between the debit side and credit side of the merchandise accounts should give the gross profits for the year. The difference between the assets and liabilities is the net profit for the year. In some years he found the overhead expenses had run as high as 22 per cent. On the average it had been 19 per cent. of the gross profits.

Using the Inventory.

What use do members make of the inventory? This question, although a very important one, did not bring forth a great deal of discussion. Mr. Reddick, of the Madole Hardware Company, Napanee, who had placed the question in the box, stated that he had been inspired to do so by an article on "the inventory" which had recently appeared in Hardware and Metal.

PRESENTATION TO MESSRS. WRIGHT AND HAWKINS

A. J. Wright, of Hamilton, and R. Hawkins, of Smith's Falls, were declared the winners as the leaders in the membership contest. President Conn, on behalf of the Association, presented them with handsome umbrellas.

Messrs. Wright and Hawkins made suitable replies.

TENDERS ON DWELLING KEENLY DISCUSSED

Hardwaremen Go Through Various Tenders and Argue Pro and Con for Figures Submitted.

One of the most interesting discussions to the members of the Association took place on the tenders for the plans and specifications for hardware, plumbing and heating of a new dwelling. The discussion took place Thursday. Tenders for the work were received by Secretary Macpherson and read by President Conn. The discussion arising out of the subject will appear in next week's issue, together with the plans and specifications and tenders submitted.

J. N. McGREGOR
Oakville, Ont., elected 1st Vice-President Ontario Retail Hardware and Stove Dealers' Association.

RESOLUTIONS COMMITTEE REPORT

The Resolutions Committee's report was submitted on Thursday afternoon, as follows:

The committee would recommend that the O.R.H. and S.D.A. would co-operate with the Sanitary and Heating Engineers' Association in endeavoring to secure a uniform plumbing by-law. We feel this would protect those in the legitimate trade, and also be a protection to the public.

The committee would recommend that the Secretary be instructed to get out lists on malleable and cast pipe fittings, butts and hinges, machine bolts, wood screws, and glass, and would suggest getting them out in the order named, except any lists which are almost completed.

We would recommend that every member of our Association make use of the collection forms and report any gratifying result to our Secretary. This can be used to good effect by him in his inducement to new members.

We would recommend our members to take advantage of the offer of Ross & Wright as to the examination of insurance policies and the adjustment of any losses.

In the matter of the advertising brought to our attention in reference to the quality of paints being sold, if the investigation proves that the article did not prove as advertised, the matter be referred to the Ad. Club and the fullest publicity given.

As it is stated by the Canadian Hardware Manufacturers' Exhibitors' Association that they intend holding an exhibition in London in June, and have extended an invitation to this association to attend, we would recommend that the Secretary send notices to each member of the Association, with an urgent request to attend same, and that our Association have a booth at London, giving the benefits of membership.

That in view of the increased work of the Secretary in getting out lists, and the many other helps to the members, we would recommend that his salary for the coming year be made $450.

That the hearty thanks of our Association be tendered to the two trade papers, Hardware and Metal, and the Canadian Hardware Journal, which have assisted us so materially during the past year.

Jos. McGregor
D. A. Macnab
R. Hawkins
A. R. Bernhardt

TO BE REDUCTION IN RATES

The address of G. W. Kingston, of the Workmen's Compensation Commission, confirmed in almost every detail the leading article in the Jan. 22 issue of Hardware and Metal, which announced that a reduction would shortly be made in the rates of the Workmen's Compensation Act tariff. Mr. Kingston stated that although the Act had only been in operation for one year, a great deal had been accomplished in that time. The officials have been working hard in order to announce the 1916 rates at the earliest possible date. It is expected that the rates for 1916 will be promulgated for this year by the end of next week. Mr. Kingston was glad to say that the rates in most cases would be downward. The rates in 1915 were higher than was necessary to carry all burdens, and with a surplus on hand it will be quite in order to make a substantial reduction this year. No money is being used uselessly. Not much over five per cent. on assessment will be found chargeable to expenses.

Class 35, in which most of the members present were interested, had four cases which came before the board in the past year. One case was rejected.

Some changes in the classification are taking place and will be announced shortly.

One member wanted to know if a chauffeur who delivered goods entirely and did no other work, came under the Act. The reply was that he did, provided the branch of industry in which he was employed came under the Act.

All employers who have not yet been included owing to their neglect, are subject to the provisions of the Act. Merchants should by this time be conversant with the provisions owing to the publicity given through the trade press and in other ways. The rate of compensation is always based on an employee's wages.

An employer who carries himself on the payroll at a certain fixed figure can be included and will be as much protected as his men.

The ordinary retailer is not included in the provisions of the Act unless he has a tinshop or plumbing department. No compensation is allowed unless a man has been disabled for seven days or more, and then compensation is allowed from beginning of disablement.

Provision has been made for including casual employees, and can be arranged by the employer.

A hearty vote of thanks was voted Mr. Kingston for addressing the meeting and the kind and courteous manner in which he had acted towards the association during the year.

DO DEPARTMENT STORES INFLUENCE PRESS?

During the discussion on alleged misrepresentation of paint in the advertisement of a Toronto departmental store, some members suggested that the department stores and mail order houses had a great influence over the press. One member told how a department store in his city had been prosecuted for fraudulent advertising and a conviction was secured, but the newspapers would not publish a report of the prosecution and conviction. Another member said it was a strange thing to him if the press of Canada was subsidized to such an extent that their editorial policies were influenced by department stores or mail order houses. Still another member thought there would be little satisfaction in prosecuting, because the press would ignore the matter.

One member suggested that if the firm in question was prosecuted and a conviction registered, the Association could have large display circulars printed, giving details, and display them in the store windows.

John Caslor, treasurer of the Retailers' Association, was of the opinion that at least some papers would publish a complete report of the proceedings should the firm be prosecuted and a conviction secured. Turning to G. D. Davis, editor of Hardware and Metal, who was present, Mr. Caslor asked, point

blank, if a conviction was secured would Hardware and Metal publish a report of the trial and conviction.

Mr. Davis replied: "If your Association prosecutes the firm in question and secures a conviction, we shall be very glad to publish the details in Hardware and Metal. Reference has been made here this afternoon to the influence the department stores and mail order houses have on the press of this country. I can assure you that they have no influence on Hardware and Metal. The paper I represent is only one of fifteen papers published by the MacLean Publishing Company, and they cannot be influenced editorially by any firm. We have one large national magazine and a farmer's magazine. To the best of my knowledge they have never carried advertising from any department stores, or large mail order houses, although I am of the opinion that such advertising has been offered."

Geo. Honsberger, representing the Canadian Hardware Journal, stated that Treasurer Caslor had evidently overlooked the Canadian Hardware Journal, but he felt sure that his paper would also publish a full report of the court proceedings, should a prosecution take place and a conviction be registered.

NEW OFFICERS ELECTED

The election of officers took place on Thursday afternoon, the following being elected:—President, W. J. Carter, Picton, Ont.; 1st vice-president, J. N. McGregor, Oakville, Ont.; 2nd vice-president, D. A. Macnab, Orillia, Ont.; secretary, W. F. Macpherson, Prescott, Ont.; treasurer, John Caslor, Toronto; auditors, Geo. Matthewson, Toronto, and J. W. Peacock, Toronto; executive committee, W. W. Bennett, Gananoque; A. J. Wright, Hamilton; A. Wideman, Markham; E. Wanless, Chatham; A. E. Bottum, Bobcaygeon; A. B. Bernhardt, Preston, Ont.

Following the election of officers, President Conn asked President-elect Carter to come forward and take charge of the meeting. Mr. Conn congratulated the association on securing such an able officer. President-elect Carter, in taking the chair, was given a hearty round of applause. He asked for the hearty support of every member, and that they all be boosters for the association. He had come to these conventions and had received untold benefit each year. The friendships made here had caused him to look forward to the convention for weeks in advance. He thanked the members most heartily for the honor they had conferred on him.

D. A. MACNAB
Orillia, elected 2nd Vice-President, O. R. H. & S. D. A.

The invitation of Chester S. Walters, Mayor of Hamilton, to the association to meet in that city next year was then read. A. J. Wright, of Hamilton, said they were trying to make Hamilton a convention city. If you decide to go to Hamilton they will have open arms to meet you.

H. Occomore, Guelph, Ont., thought the matter should be left with the executive committee. Personally, he would like to see the convention go to Hamilton. Mr. Cinnamon, of Lindsay, thought Toronto was more central, and that a better attendance can be secured by holding it in this city. He could not see any good reason why it should go to Hamilton. The matter was left with the executive.

HARDWAREMEN ATTENDING CONVENTION

The following hardwaremen registered at the King Edward Hotel on the register of the Ontario Retail Hardware and Stove Dealers' Association, in convention this week:

Charles Conn, Conn's Hardware, Tillsonburg; H. Occomore, H. Occomore & Co., Guelph; John Caslor, Toronto; W. F. Macpherson, Prescott; W. R. Billing, Windsor Hardware, Windsor; Clarence Ney, T. J. Ney & Son, Port McNicoll; Alfred J. Wright, Wright's Hardware, Hamilton; W. J. Carter, Carter Bros., Picton; A. Wideman, A. & H. Wideman, Markham, Ont.; W. H. Bennett, Bennett & Son, Gananoque; D. A. MacNab, MacNab Bros., Orillia; J. A. McGregor, Oakville; Morris Phillips, Phillips Hardware Co., Toronto; Blake L. Booth, Welland; Gordon Colton, Colton & Lorimer, Burlington; R. Hawkins, Smith's Falls; J. Roger, Atwood; Thomas Phillips, Orillia; F. F. Balsdon, Cargill; F. A. Coons, A. Sweet & Co., Winchester; C. E. McCaffrey, The Williams Chemical Co., Ltd., Russell; John Billinghurst, Boeckh Bros. Co., Ltd., Toronto; R. A. Edington, A. Ramsay & Son, Montreal; W. E. Jackman, Coldwater; A. R. Bernhardt, Bernhardt & Spalding, Preston; W. Holland, Culloden, Ont.; J. E. Hedley, J. E. Hedley & Son, Clarksburg, Ont.; J. J. Cain, Alliston; Norman Batty, Richmond Hill Hardware, Richmond Hill; O. S. Reddick, Madole Hardware Co., Napanee, Ont.; J. O'Hagan, Canadian Hardware, Paint and Stove Journal, Toronto; W. L. Edmonds, Canadian Hardware, Paint and Stove Journal, Toronto; T. Walden Thomson, T. I. Thomson, Ltd., Owen Sound; A. M. Oldham, Oldham's Hardware, Weston; Will H. Boyle, Boyle & Son, Napanee; Fred. W. Otton, H. H.

(Continued on page 43.)

W. J. Carter Elected President O. R. H. & S. D. A.

W. J. CARTER

At the election of officers on Thursday afternoon, W. J. Carter, of Carter Bros., hardware, Picton, Ont., was elected President of the Ontario Retail Hardware and Stove Dealers' Association for 1916-1917. *At the convention held a year ago, Mr. Carter was elected First Vice-President. Previous to that time he was Second Vice-President. Mr. Carter was born at Picton, Ont.,* 58 *years ago. At the age of* 12 *years, he started in the hardware business in his uncle's store. He has therefore been* 46 *years in the hardware business in Picton. In* 1882 *Mr. Carter started in business for himself in his home town. The business was first started as a tinshop, but under Mr. Carter's direction grew rapidly, and a hardware stock was added. About a year ago a number of alterations were made in the store and a handsome, yet practical and novel store front was installed, in addition to a number of improvements in the store interior. About two weeks before last Christmas, a disastrous fire broke out in nearby premises, and the Carter store and stock was practically destroyed. No time was lost in getting a new start in another store. The work of rebuilding the original Carter store is now under way, and it is the intention of Mr. Carter to make it one of the best equipped stores in the smaller towns of the Dominion. The work will be completed in about* 3 *months' time. Mr. Carter has for many years taken a deep interest in the work of the Ontario Retail Hardware and Stove Dealers' Association.*

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, FEBRUARY 26, 1916 No. 9

THE CONVENTION

THE eleventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association, a full report of which appears in this issue, while not the largest from an attendance standpoint, was one of the most successful in the history of the association.

Many members were unable to be present, owing to the fact that some of their best employees had enlisted for active service, thus leaving their staffs shorthanded.

The "Question-Box" discussions were exceptionally interesting and instructive. The discussion on tenders for hardware, tinsmithing, plumbing, etc., for a dwelling house, was one of the most practical features of the convention.

That the "Service to Members" was meeting with the approval of association members was clearly demonstrated at the convention, and it was decided to enlarge the service during the coming year.

Owing to the splendid work carried on by the officers during the past year, the membership has been increased to a considerable extent. The association is in a good condition financially and the outlook for the coming year is exceptionally bright.

Many matters of vital interest to the trade were taken up and discussed at the convention, as will be learned by reading the detailed reports. Every retailer should read the various reports in this issue.

EMBARGO ON OIL CAKE

OWING to the dearth of ocean tonnage an embargo has been placed on the export of oil cake from Canada. Railway companies and steamship companies will carry this commodity now only where shipping contracts have heretofore been entered into. The value of the oil cake shipped to foreign countries during the year 1915 was $262,229. This is just about half the amount exported during the previous year of 1914, when the total value of the exports was $515,386. In the year 1913 the value of the exported product was $591,940.

A considerable quantity of oil cake was shipped to Germany before the outbreak of hostilities. The United Kingdom is by far the biggest consumer of this product. France, Denmark, Holland and the United States have in the past also bought quantities of this product.

Oil cake is a by-product of the manufacture of linseed oil. It is a determining factor in fixing the price of linseed oil. If manufacturers are unable to dispose of this by-product it will possibly mean a still further increase in the price of linseed oil.

There is a good crop of flaxseed, from which linseed oil is made, recently harvested in Argentine. If ships can be secured to bring the seed to Canada and the United States the situation may be relieved. Otherwise the price of linseed oil seems destined to go higher in price.

UPWARD FLIGHT OF CORDAGE

THE upward movement of cordage, like that of metals, seems to have no limit and the industry is passing through an era of advancing market prices. Six months ago pure Manila rope was quoted at 16c basis, and the price to-day is 21c. British Manila was quoted six months ago at 13½c lb. basis, and the price to-day is 17c lb. basis. Sisal is to-day 1¾c per lb. higher than the price quoted six months ago.

The 1916 prices for binder twine have not yet been issued, but it is expected that when they are announced next month they will be considerably higher than the prices quoted last season.

In referring to the advancing prices of cordage, the Cordage Trade Journal, an American authority on matters pertaining to the cordage industry, states that during the past four or five months it has reported more advances in quotations on rope, twine, yarn, cord, oakums, duck, etc., than in any other like period, in the past twenty-six years.

During the past few years there has been a gradual increase in the labor cost, in certain supplies used in manipulating fibre, such as cordage oil and other items representing mill cost. During the past year there has been a decided increase in the cost of burlap, used in large quantities by rope and twine manufacturers for covering purposes. Binder twine manufacturers this year will have to pay high prices for burlap, such as is used for sacking on binder twine.

The greatest increase in cost is in the raw mate-

rials. The scarcity of ocean tonnage and the abnormally high freight rates that prevail in consequence have caused extraordinary advances in the value of Manila, jute and other fibres. The cost of fibres at the beginning of this month shows increases roughly estimated from 50 to 75% over the cost for the corresponding date in 1915. The conditions which have produced the extraordinary high prices are still in full force, and their effects have by no means spent themselves, nor have yet, it is claimed, exerted their full influence.

TRADING STAMP CONVICTION UPHELD

SOME weeks ago HARDWARE AND METAL announced that the voting contest as conducted by Business Boosters Ltd., in Toronto, was found to be in contravention of the Trading Stamp Act. It was further stated at the time that the promoters of this contest were going to appeal the case and take it to a higher court. This has been done and the Appellate Court at Osgoode Hall has upheld the conviction of the previous Judge, declaring that the method used was not in accordance with the provisions of the Trading Stamp Act. Chief Justice Meredith sat on the case and maintained that the coupon given to the purchaser was a premium that came under the Act as it did not state on the face of it its exact value, nor was it redeemable at any time.

A Toronto newspaper, referring editorially to this case stated as follows:

> Our freak law against trading stamps has resulted in a conviction which has been sustained by the Second Divisional Court. There is no likelihood of any diminution in the number of offences that may be committed.

Evidently this paper is not in touch with retail conditions or it would not call this a freak law. It is usually the case that when a daily newspaper assays to discuss retail problems, it displays a lack of knowledge which brands its discussion as ridiculous. Any retail dealer who remembers the old Trading Stamp question prior to 1905 will appreciate the present conditions as a Godsend to the trade. Retailers had to purchase Trading Stamps from the company manufacturing them, and gave them out to customers who purchased certain quantities of goods. It meant a great scramble for Trading Stamps on the part of many with the result that they were purchasing goods, the value of which was very doubtful taking into consideration the price. The consumer frequently got stung as well as the retailer who had to buy the trading stamps. They were a discount from the price of the goods, or they meant that the retailer had to charge more for his goods. Yet the newspaper which affirms a warm spot in its heart for the poor people actually upholds a system that is certainly not in the interests of the general public.

Why should not business be done on a straight business principle? If a man has something to sell, let him sell it on its merits and get behind it with his selling power. If he has got to give something away in order to make a sale, there is something lacking somewhere. It is high time that every publication, whether daily or trade, recognize this fact.

DIFFERENCES OF FARMERS AND MERCHANTS

THE report of the recent Saskatchewan Grain Growers' Association Convention is of special interest to the retail trade. It was asserted at this Convention that an Eastern manufacturer who had contracted to supply the Co-operative Wholesale Department of the Saskatchewan Grain Growers' Association with a large order was compelled to cancel the contract, owing to what is termed as a threat on the part of the Retail Merchants' Association of that province. It is declared that the threat meant that all orders with the manufacturer in question would be cancelled with members of their Association.

This brings us back to the oft-discussed problem of the organization of Farmers' Clubs to purchase direct. It is too bad that the retailers and the farmers who are both so well organized in Saskatchewan cannot come to some definite arrangement with regard to this matter. It really should be easy to explain to the Grain Growers and Western farmers that in order to build up a community they should purchase their goods at home. The farmers, no doubt, have certain criticisms to make of the retailers. They may well ask about many of them, as to why they do not give a better service in the matter of assortment, settlement of claims, and possibly in some cases from the standpoint of price. It is an undoubted fact that farmers can purchase direct from some wholesalers and manufacturers who will sell to them at lower prices than they can from the retailer. This is natural and needs no explanation. However, it is only right and fair that the home town merchant should get the business, unless there is some very great reason why he should not have it.

ANYONE who makes a study of the retailing of automobile accessories cannot fail to see that the business is rapidly working into the hands of the retail hardware trade.

* * *

THE COLLECTION of accounts is not always a pleasant duty, but it is a necessary one. Allowing debts to continue until they come within the "no good" class has caused the downfall of many a merchant. A man should go strongly after that which belongs to him. He knows that when his own bills become due he has to meet them promptly. He should give his customers to understand the same thing.

WHAT OTHER PAPERS SAY

TAKING ON NEW LINES

From National Hardware Bulletin

One of the several good ways to increase your business is to add new lines. This idea, however, carries some problems of its own. A member told us recently that he got stuck oftener with new specialties than in all other ways combined.

It is noticeable, though, that this same member is not missing any good bet of this kind and that his store has the latest of everything in stock. There must be value in the idea even if we do sometimes choose articles unwisely.

This drawback, however, is rather too common and somewhat expensive and is one of the chief causes of dealers following the lead of other merchants instead of taking to the open, and pioneering it with lines where they would be freer from competition.

Usually a new line is taken up first by a live, progressive dealer, who, being on the lookout for such things, has noticed its possibilities as a seller; if he makes good with it, one after another of the competing dealers take it on also until all are handling it.

The latter add it to their stocks either because they have had some demand for it or more likely because they have noticed that the first dealer is making money out of it.

Now, there are articles which all can handle profitably and there are other articles which cannot be so handled.

In the latter case the sale is limited, perhaps there is just about trade enough so that one dealer could afford to handle it and carry a satisfactory assortment, but as the others take it on the trade is divided and subdivided, profits are cut to encourage sales and the time comes when there is no money in it for anyone.

We know of a dealer who found himself in this situation with a good stock of implements on hand; he held an auction and closed them out, and with the money thus acquired opened a first class furniture department. There was not another furniture stock worthy of the name in town—that was why he chose this line; we have also seen harness, gas engines and tractors, and five to twenty-five cent departments taken on in the same way and these dealers made good because they had these fields practically to themselves, the other dealers staying out largely because of the considerable first cost.

Also we have seen forsighted dealers refuse certain lines offered them because this particular trade was already developed to a degree which they recognized as being about the limit of profitable business.

This is a point which should enter into the plans of every dealer who is branching out and working to build a new trade. Think and investigate for yourself. Find the new and undeveloped fields. Things may not always work as you might desire even then, but your chances of realizing that fine business you are dreaming about will be better then than when you blindly follow the other fellow's lead.

EFFICIENCY IN SELLING

From American Artisan

Some would-be-clever newspaper paragrapher has defined an ideal salesman as a man who can sell things not needed to those who do not want or cannot afford them.

It would hardly be possible to compose a definition of an ideal salesman which is as far from the correct as is this one, for the one point that the ideal salesman keeps in mind all the time is that a true sale is one which gives full value in quality, use and satisfaction to the purchaser, and surely if the person cannot afford to buy the article or does not want it, there can be no satisfaction on his part, even though he may be importuned into purchasing the article.

No. True salesmanship consists in so emphasizing the good points of the article that the prospect comes to an appreciation of the greater comfort, convenience, luxury, pleasure, ease he or she may secure by its possession. This creates desire on the part of the prospect, and the truly efficient salesman makes certain that proper consideration is given to the cost, so that the prospect may carefully weigh the advantages that come with the ownership against the outlay of money which the purchase involves. Not until all this has been settled satisfactorily in the mind of the possible customer will the "ideal" salesman consider his work well done.

It is true that in many instances, for instance, the writing out of an order or a sales check and presenting it to the customer for signature, is seized upon as a means of closing the purchase, but the "ideal" salesman never does that except when he is fully convinced that the customer is thoroughly satisfied as to the merits of the proposition, and is simply in the attitude of indecision which so many of us habitually fall into, because we dislike to make a decision.

The "ideal" salesman knows and acts upon the rule that in order to have a sale truly satisfactory there must be a mutual benefit—to the purchaser and to the seller—which must be recognized at the time of the sale, so the "ideal" salesman does not sell things that people do not want nor those which they cannot afford.

PICRIC ACID

From the Brass World

Benzene, a redistillation product from benzol, is used in the manufacture of carbolic acid or phenol; this in turn is the basis of picric acid, which latter is the base of most of the high explosives used at the present time in the European conflict. When phenol (carbolic acid) is treated with nitric acid, a nitrate called tri-nitro-phenol is formed. Its only use is as an explosive. It is not only an expolsive of itself, but more particularly is used as an ingredient of special explosive mixtures. Most of the new so-called shell-filler explosives are either picric acid or mixtures of picric acid salts called picrates. Among these are ecrasite (Austrian), lyddite (English), melinite (French), shimose (Japanese), etc. The exact compositions of these are secrets carefully guarded by the different governments.

AVALANCHE OF INQUIRIES

From Iron Age

With further price advances, and the end not yet in sight, withdrawals and postponement of new steel-taking projects occur, but they are as nothing in comparison with the avalanche of inquiries which are expected in early weeks from non-belligerent nations. The vague and general feelers from these sources are fast giving way to requests specific as to kind, amount and delivery. They come from quarters which have been waiting, for one reason and another, until the war should close, and their needs are urgent. The peace and war demands from the outside thus are calculated to keep the mills busy if domestic consumers are not willing to pay present high prices. There are numbers who have counted on softer prices in the last part of the year, but the trend of recent weeks has convinced some large consumers they have overstayed.

HOW EGYPTIANS SAWED STONE

From Simonds Saw News

The ancient Egyptians cut granite by means of long copper saws fed with emery powder. Blocks as long as seven and a half feet were sawed out with these saws. In the sides of some of these ancient sawcuts are deep scores, probably caused by fixed cutting points of emery inserted in the copper blades. A fragment of a broken copper saw was discovered in the saw cuts in the hard limestone composing the Palace of Tiryns, together with chips of emery which were evidently used for fixed saw teeth. To cut circular holes the Egyptians used tubular drills, either fed with powder or having fixed teeth. All kinds of stone from alabaster to carnelian were cut in this way, and the inside of the holes was smoother than the cores in modern rock-drilling.

STEEL AT DOUBLE PRICE

From American Metal Market.

For a long time the metal trade has been more or less familiar with prices doubling. Tin, in fact, doubled the first week in the war, and spelter later rose to more than five times its old low point, but until very recently there have been no cases of any common steel product doubling in price. Now cases of doubling begin to appear. We append a list embracing some of the steel commodities that have thus far doubled in price, giving the low and the present price. It should be noted that the present price is for forward delivery, whereas at the low points, generally in December, 1914, though in some cases at later times, forward and prompt deliveries were at the same level, or else prompt was a trifle lower than forward. If present prices were taken for prompt instead of forward delivery the advances shown would be much greater.

Steel at Double Prices.

	Low	Present
D. H. billets	$18.75	$38.00
Plates	1.05c	2.10c
Structural rivets	1.35c	2.70c
Shafting	70%	40%

Common iron bars at Chicago make a corresponding showing, having been down to 90c, while they are now quoted at 1.90c.

The average of all important finished steel products, as shown by our composite finished steel, has advanced from 1.4225c to 2.275c, this being equivalent to precisely 60%, and amounting to $17.05 per net ton.

DO WE WANT A BANKRUPTCY ACT

From the Credit Men's Journal

Our Association has gone on record as opposing a Bankruptcy Act established along lines where the cost of operating will eat up most of the assets.

Our objections are:

That at the present time we have Assignments Acts in the Provinces, which have worked out fairly satisfactorily, practically the only two objections being that no provision is made for compelling a debtor to assign, and that the Acts in the various provinces are not uniform:

That there would have to be Bankruptcy Courts formed and officers and judges appointed in numerous districts to deal with insolvency matters:

That this would be very cumbersome and expensive in the working out of estates and realization of the assets:

That the fact of every important step having to be approved by the court would retard the winding up of estates. This is amply demonstrated in the Province of Quebec as compared with the prompt handling of estates in other Provinces:

That the fact of having to make these applications to the court would necessitate the employment of solicitors to attend such applications—more expense.

We have submitted to the Minister of Justice that if any change is to be made, we would suggest a National Assignment Act, incorporating the best features of the present Provincial Assignment Acts and having a clause covering applications for compulsory assignments when the debtor has been proved as having committed acts of insolvency and carrying with it the discharge of an honest debtor.

The Chief Justice has been good enough to promise that any proposed Act will be submitted to the Association for our consideration.

THE NATION'S BUSINESS

From Financial Post

Sir Thomas White has broken new ground in Canadian revenue gathering by proposing the bold step of directly taxing profits of business. Most significant and commendable of all the features of the budget is the Government's determination to pay a greater share of the cost of carrying on the war as it progresses. Canada should respond to this necessity as readily as to the demand for men.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

ARTICLE V.

IN previous articles of this course the problems taken up have only required the use of a compass and rule. It was not even necessary to have a drawing board.

In this article it will be necessary to procure and use a drawing board. A **T** square and a number of triangles of various degrees, as well as the compass.

Fig. 1. To Divide a Circle Into Four Equal Parts

First draw a circle, and with the **T** square draw a line through centre of circle as shown. Now take the triangle which by the way is a 90 and 45 degree triangle, A being the 90-degree angle and BC the two 45 degree angles, by allowing AC to rest along edge of the **T** square, the line CD may be drawn thus dividing the circle in four equal parts.

Fig. 2. Divide Circle in Eight Equal Parts

Having divided the circle, Fig. 1, into four parts, the triangle may now be used in another way, by using the angles CB, and placing the triangle in the position shown, always cutting the circle at centre in every case.

Fig. 3. Divide Circle Into Six Equal Parts

Draw another circle and make use of another kind of triangle, that of a 60 x 30 degree triangle. By allowing this triangle to rest against the edge of the **T** square and cutting the circle at the centre alternately, the circle will be divided into six equal parts.

Fig. 4. Inscribe a Hexagon in a Circle

Draw another circle, follow out instructions given in Fig. 3, and join the various points developed as shown by using the same triangle. This will complete the desired hexagon.

Fig. 5. Divide a Circle Into Three Equal Parts

First draw a circle. Now draw three lines from centre to cut the circle at different points by placing the same triangle as used in Figs. 3 and 4, the parts A B C will be equal.

Fig. 6. Inscribe an Equilateral Triangle in a Circle

To work out this problem, draw a circle, and follow out the instructions given to describe Fig. 5. And, by again using the same triangle it will be found that the points will be in true alignment with each other and simply require to be joined, thus forming a true equilateral triangle.

Fig. 7. Divide a Circle Into Eight Equal Parts by Using a 22½ x 67½ Degree Triangle

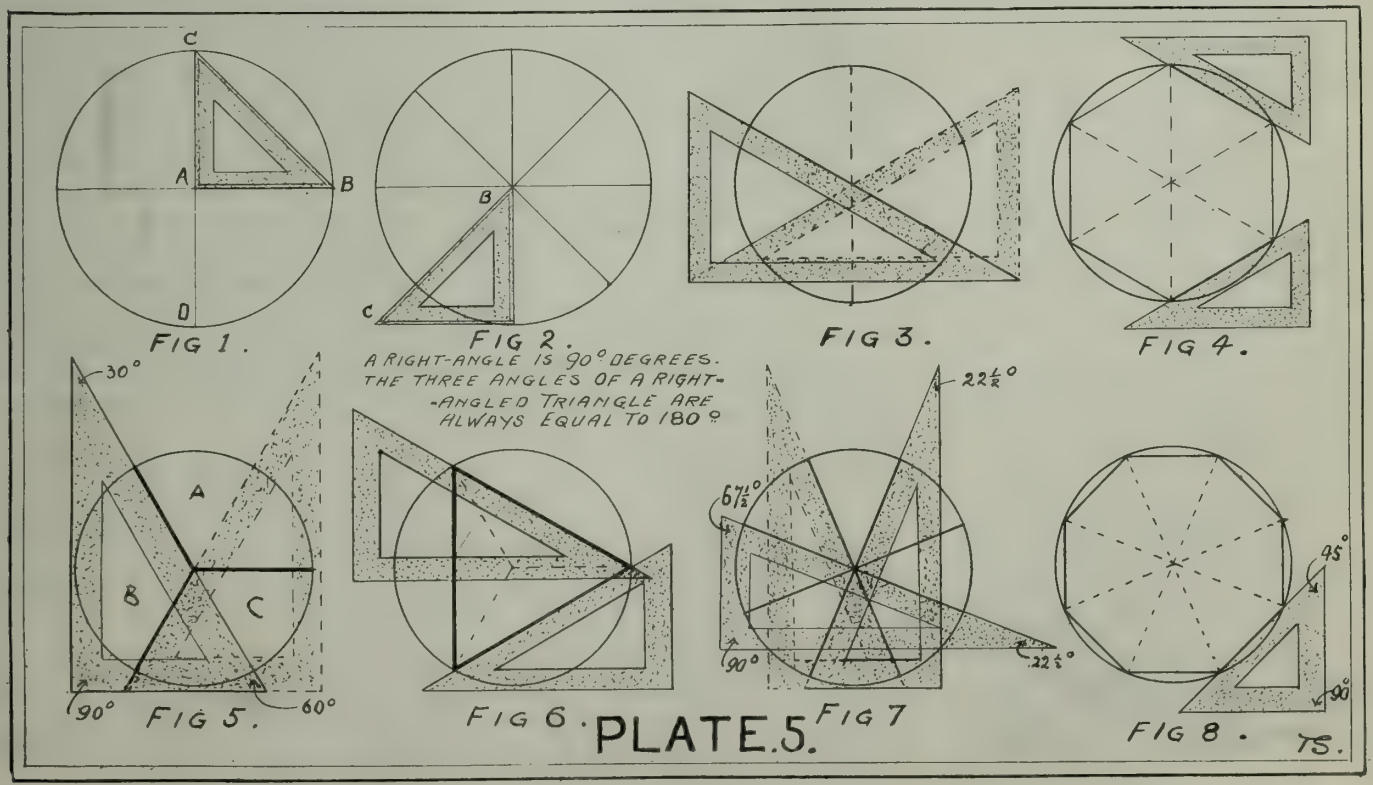
Draw a circle, and by placing the 22½ x 67½ degree triangle in the various positions shown, then drawing lines through centre of circle, the circle is divided into eight equal parts.

Fig. 8. Inscribe an Octagon in a Circle by the Use of Triangles

First draw the circle, then follow out the instructions previously given in Fig. 7.

Then take a 90 x 45 degree triangle and join all the points shown on circle by the dotted lines. This will complete the desired octagon.

(Continued in next issue.)



EVENTS IN THE TRADE

The Stratton Level

Goodell-Pratt Company, Greenfield, Mass., is distributing free to the trade an attractive 16 page booklet entitled: "The story of the Stratton Level." A supply of the booklets will be furnished to dealers for distribution if desired.

Western Canada Personals

L. J. Morris, of the Estevan Hardware Co., Estevan, Sask., returned last week from Winnipeg, where he has been staying for the past four weeks, transacting business and visiting friends.

Business Changes

Ninga, Man.—Arthur Reiger, hardware, has been succeeded by R. L. Mitchell.

Forget, Sask.—S. E. Dohlquist, hardware, has been sold to Forget Implement Co.

Business Changes

Harris, Sask.—The partnership heretofore existing between A. E. Jones and Chas. A. Trapp, under the name of Jones & Trapp, has been dissolved. All debts against the firm will be settled by A. E. Jones, who continues the business.

Metal Statistics, 1916

The ninth annual edition of "Metal Statistics" has recently been issued by the American Metal Market and Daily Iron and Steel Report. The book consists of 368 pages.

Western Canada Notes

W. J. Wilson, sales manager of the Winnipeg Ceiling & Roofing Co., Ltd., Winnipeg, arrived back from a month's business and pleasure trip in Ontario last week end.

Walter B. Ramsay, President

Montreal, Que.—A. Ramsay & Son Co., Ltd., will continue business under the following directorate, a change being brought about by the death of Alexander Ramsay:—Walter B. Ramsay, president and managing director; Arthur D. Brown, manager; Evan Jones, secretary-treasurer.

Five Employees Enlist

Hamilton, Ont.—A farewell party was recently given to five employees of Kent, Garvin & Co., Ltd., who have enlisted for active service. The event took place at the residence of Fred Garvin, and wrist watches were presented to the following who have enlisted: J. S. Richardson, E. Graham, J. Hill, F. Packman, N. Miles.

Fire Losses

Toronto, Ont.—Fire did $200,000 damage to the seed warehouse of Wm. Rennie Co., Toronto.

Moncton, N.B.—Fire destroyed the main building of the Record Foundry & Machine Co., but did not reach the munitions factory or buildings being fitted up for barracks.

Will Make Billets

The Manitoba Steel Foundries, Ltd., Winnipeg, which was incorporated last week with a capital of $100,000 is a branch of the Manitoba Rolling Mills Co., Ltd., whose plant at Selkirk, Man., is completed, but has not yet commenced operations. The Manitoba Steel Foundries, Ltd., will instal an electric steel furnace, of which there are as yet only one or two in this country. They intend to make billets. Peter J. Smith is the general manager, and has offices at 1006 Electric Railway Chambers, Winnipeg.

Personals

Geo. Ramsden, hardware traveler, Toronto, is spending the winter in Southern California.

S. L. Adolph, hardware merchant, Listowel, visited the Toronto office of Hardware and Metal, this week.

M. F. Gay, sales manager of the Seattle branch of the General Roofing Mfg., Co., called on the Vancouver trade last week.

G. S. Kilbourn, of Calgary, who has been in Owen Sound for some time has accepted the position of managing director of the Canadian Malleable Iron Company, and will in future reside in Owen Sound. Mr. Kilbourn is an ex-president, having lived in Owen Sound up till six years ago, when he moved West to look after the interests of the Canada Cement Company in the West. He was at one time secretary-treasurer of the Portland Cement Co., and was interested in other manufacturing enterprises.

Obituary

Halifax, N.S.—The death occurred, after several months' illness, of George E. Smith, hardware merchant, of the old-established firm of G. E. Smith, Cheapside and Bedford Row. Mr. Smith was one of the most experienced hardware merchants of the city, having been in the business here for about forty years. For years his son—Major Albert Smith, was associated in the business with his father after the firm located in the present stand, where years before and for a long period the P. Walsh Co. built up and conducted a most successful establishment in the hardware line. The death of Major Smith some few years ago added to the burden of the senior partner and required his constant close attention.

The late Mr. Smith was well known throughout the Maritime Provinces. Interment took place at Halifax last week.

Winnipeg News Items

The following is a list of some of Westerners who visited Winnipeg during bonspiel week:—C. G. Cram, Moore Park; Theo. Dennison, Rosebank; H. M. Hall, LeRoss; J. F. Campbell, Miama; D. A. McIlquham, Alexander; Sutherland & Stelck, Dauphin; H. W. Davidson, Brookdale; J. M. Taylor, Travers; M. A. Boyd, Duval; W. R. Lavery, Newdale; C. Ralph, Neepawa; J. A. Mooney, Wadena; M. Goldman, Roblin; John McElrea, Sidney; J. G. Hallson, Kamsack; D. Hall Sutherland, Canora; R. L. McNaughton, Craik; W. V. Stevens, Harding; P. Wegener, McNutt; Geo. Zimmerman, Swan River; A. Babb, Portage la Prairie; I. H. Culvert, Moosomin; E. Worden, Weyburn; J. A. Fraser, Kenton; L. D. Osborne, Oak River.

Jos. A. Merrick, secretary of Merrick-Anderson Co., Ltd., Winnipeg, leaves California on February 25 for home. Geo. A. Merrick will remain there several months longer.

W. H. Sparling, of Minnedosa, was in Winnipeg curling, and was a prize-winner. E. B. Williams of the Miller-Morse Hardware Co., Winnipeg, was one of the rink which was in the jewelry class. He played third for Gunn, Elmwood.

Peter J. Smith, general manager of the Manitoba Rolling Mills Co., Ltd., Selkirk, Man., will not be back in Winnipeg until March 10.

"The retailer has driven more business away by allowing some of his customers to build up their accounts to too large an amount, and then pressing settlement, than from any other reason."—Harry Annis, vice-president of Marshall-Wells, Winnipeg, in a recent address.

ST. JOHN, N.B. NEWS

W. H. Thorne & Co Rebuild

W. H. Thorne & Co., Ltd., wholesale and retail hardware dealers, who recently suffered a fire loss of $200,000 have decided to rebuild and extend their premises. It is understood that, for a while they contemplated a change in site and the erection of a new building but finally decided to remain in the spot where their big business has been developed. Of their three adjoining and communicating buildings only the central one was gutted and this will be rebuilt on more modern plans and with greater safeguards against fires. Improved fireproof doors will separate all departments and additional fire fighting apparatus will be installed. It was in the packing and shipping rooms in this building that the fire broke out and, to prevent a recurrence of this a new addition to be erected in the rear where these departments will be located, with absolute fire protection between them and the main buildings.

Chairman Board of Assessors

Clarence B. Allan, for many years one of the leading hardware merchants and ship chandlers of the city, has been appointed chairman of the board of assessors of the city of St. John, N.B. and will soon enter upon his new duties. Owing to temporary ill-health Mr. Allan closed out his business a couple of years ago and retired.

Candidate for Office

C. Fred Fisher, roofer and dealer in roofing supplies, has announced that he will be a candidate for the office of city commissioner at the elections in April. Mr. Fisher ran at the last election, two years ago, and came within a few votes of being elected. The city government is carried on under the commission form, St. John being the first city in the Dominion to adopt this system. The mayor is elected for two years and four other commissioners serve four year terms, two retiring every two years.

New Publication

The first number of the "Maritime Retail Merchant", the official organ of the Maritime Retail Merchants' Association has made its appearance. It will appear monthly, the secretary of the association acting as editor. The first number has forty-eight pages of reading matter, with an attractive cover, and deals with matters of interest to retail merchants generally, with special attention to the work of the association.

HARDWARE FIRMS HANDLE AUTO ACCESSORIES

Following are extracts from letters recently received by Hardware and Metal from hardware firms handling auto accessories:

F. W. Jeffery & Sons, Midland, Ont.—"We are putting in a stock of automobile accessories, and will be ready for business in this line by April 1."

C. P. Moore, Sydney, N.S.—"We handle auto accessories and auto tires. These we found a good line last year, and we expect to go into them more extensively during 1916."

H. H. Otton & Son, Barrie.—"We have been gradually working into the auto accessory business, and this year we are placing in stock automobile tires and accessories."

Thompson & Sutherland, Ltd., North Sydney, N.S.—"We handle auto accessories, and are gradually going into this line pretty largely."

HARDWAREMEN ATTENDING CONVENTION

(Continued from page 37.)

Otton & Son, Barrie; S. B. McClung, S. B. McClung & Co., Trenton; George D. Hubbard, Merrill & Hubbard, Barrie; Fred. N. Culp, Canadian Steel & Wire Co., Hamilton; T. Chadwick, Gendron Mfg. Co., Toronto; A. G. Bottum, Bobcaygeon; R. E. Young, Hanover Hardware Co., Hanover; Chas. E. Screaton, H. S. Howland, Sons & Co., Ltd., Toronto; R. P. Barrington, Benjamin Moore & Co., West Toronto; D. Cinnamon, Lindsay; A. M. Smith, McClary's, London; E. G. Jamieson, Dominion Stove Co., Penetang; W. H. Davy, Toronto; W. A. Rankin, Ottawa; E. T. Johnson, Johnson Bros., Boissevain, Man.; E. Hendershot, Mt. Forest; W. H. Lout, Collingwood Hardware Co., Collingwood; J. G. Lorriman, Hardware and Metal, Toronto; H. M. Reid, Hardware and Metal, Montreal; W. E. Howard, Benjamin Moore & Co., Toronto; G. D. Davis, Hardware and Metal, Toronto; G. A. Binns, Newmarket; J. N. McGregor, Oakville; C. E. Glover, The Canadian Steel & Wire Co., Hamilton; J. C. McCrory, The Banwell Hoxie Wire Fence Co., Hamilton; R. A. Wells, Dresden; James D. Smith, Smith's Hardware and Grocery, Baysville; E. F. Lowe, Brandram-Henderson, Ltd., Toronto; A. F. Benford, Padget & Hay, Agincourt; Alex. Hay, Padget & Hay, Agincourt; J. B. MacLean, Hardware and Metal, Toronto; D. Potter, Consumers' Cordage Co., Ltd., Toronto; J. McMartin, Lowe Bros., Ltd., Toronto; N. B. Vanzant, Lowe Brothers, Ltd., Toronto; S. C. Stampleman, Auto Strop Safety Razor Co., Toronto; D. P. Cotter, Gillette Safety Razor Co., Ltd., Montreal; Robert McVittie, Southampton; W. B. Philbrick, Gillette Safety Razor Co., Montreal; H. B. Shuttleworth, McArthur Iron Co., Toronto; D. F. Griffith, R. Greening Wire Co., Hamilton; George B. Dowswell, Cummer-Dowswell, Hamilton; Weston Wrigley, Toronto; Chas. J. Robinson, Toronto; A. MacKenzie, McLary Mfg. Co., Toronto; A. H. Brownlee, Brownlee & Atkinson, Unionville; C. E. Atkinson, Brownlee & Atkinson, Unionville; Lawrence J. Levy, Boeckh Bros. Co., Ltd., Toronto; H. C. Pattinson, Niagara Falls, Ont.; A. R. Payne, Wood-Vallance & Co., Hamilton; Frank R. Jackson, Toronto; W. D. Stinson, Omemee; Fred. McLaughlin, Standard Paint Co., Montreal; E. E. Gledhill, Standard Paint Co., Montreal; E. T. Coleman, E. T. Coleman & Co., New Dundee; A. Staples, Moffat Stove Co., Ltd., Weston; D. S. Griffin, Toronto; J. A. McMaster, Paterson Mfg. Co., Toronto; John W. Zavitz, Munroe & Zavitz, Wallaceburg; F. W. Silvester, Silvester Bros., Stouffville; R. D. Fleming, Wood-Vallance & Co., Hamilton; E. W. Charne, Toronto; F. W. S. Davis, Sanderson, Pearcy & Co., Toronto; Geo. C. Young, Lewis Bros., Ltd., Montreal; J. A. Bartlette, McClary Mfg. Co., Toronto; T. W. McKenney, Gutta Percha & Rubber, Ltd., Toronto; W. B. Baiden, H. S. Howland, Sons & Co., Toronto; C. E. Bailey, Toronto; J. W. Peacock, Toronto; James McGregor, McGregor & Co., Caledonia; T. B. Costain, Hardware and Metal, Toronto; G. E. Pearson, Hardware and Metal, Toronto; J. H. Conover, Martin-Senour Co., Ltd., Montreal; H. H. Morris, "1900" Washer Co., Toronto; F. H. Sheppard, Burlington, Ont.; J. G. Lucas, Hardware and Metal, Toronto; E. Newsome, Hardware and Metal, Toronto.

CATALOGUES AND BOOKLETS

Presto Electrical Specialties

Metal Specialties Mfg. Co., Inc., 730-738 West Monroe Street, Chicago, Ill., have issued an attractively gotten up 27-page catalogue featuring Presto electrical specialties and "Anchor" bayonet type connectors, plugs, lamp sockets, switches, etc. Copies will be supplied on request.

Gas Making and Consumption

The latest booklet of the Tirrill Gas Machine Lighting Co., manufacturers of the Tirrill "Equalizing" Gas Machines, high efficiency gas burners and gas appliances of every description for every conceivable purpose, is just off the press, and will be mailed FREE to any one, addressing the Company at their New York Office, 103 Park Avenue, New York.

Motor Car Accessories

Humboldt Machine & Stamping Company, Long Island City, New York, has issued a 20-page catalogue featuring motor car accessories including shock absorbers, tire holders, oil gauges, foot rests, robe rails, mirrors, bar bumpers, license brackets, foot accelerators, wheel pullers, hub caps, valve lifters, etc. Copies will be mailed on request.

HARDWARE LETTER BOX

Cut-A-Way Disc Harrow

Wagstaff & Vestrup, Nakusp, B.C.—"A firm in Quebec makes an implement known as a Cut-a-way disc harrow. Will you endeavor to locate the name of this firm and send the name and address to us?"

What is described as the only Double-Action Cut-a-way Disc Harrow made in Canada, is manufactured by A. Belanger, Montmagny, Quebec.—Editor.

Manufacturers of Cotton Waste

The Glenwood Hardware Co., St. Mary's Rd., Winnipeg, Man. — "Will you kindly give us the names of firms manufacturing cotton waste?"

Scythes & Co., Toronto, Ont; Montreal Cotton & Wool Waste Co., Montreal, Que.; Factory Waste & Metal Co., Montreal, Que.; Canada Wool Stock Co., Dundas, Ont.—Editor.

NEW HARDWARE GOODS

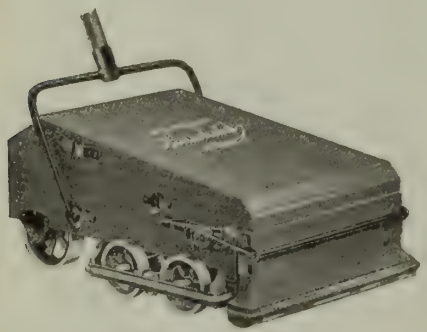
OFFERED TO CANADIAN HARDWAREMEN

NEW VACUUM SWEEPER

The Bissell Carpet Sweeper Company, announce that a new, low priced Vacuum Sweeper, to be known as the "Household" is now ready for the market. It will retail in Canada at $7.00 and $7.50.

The Company announces that the low price is made possible by various economies in manufacture affecting the case and some of the mechanical details without sacrificing, however, the elementary mechanical principles for efficiency and convenience that characterize Bissell's entire vacuum line.

The "Household" has a rear-emptying dust-bag (said to be an exclusive Bissell feature) a finger movement can dump and abundant suction power. It is somewhat lighter in weight than Bissell's other model, but is of sturdy construction.



Bissell's Vacuum Sweeper

The makers state that the near machine has been gotten out in accordance with the usual Bissell policy of developing, cleaning, machines to meet every reasonable demand.

28 IN. ALUMINUM LEVEL

J. Sand & Sons, Detroit, Mich., announce their new No. 28—28 inch aluminum level. The makers state that the new level fills a want in a size between 24 and 30 inches. The same features are retained in the 30 in., having four plumbs and two levels reversible, works either end or edge up. It can be used, high or low, up or down, no matter how it is picked up, it is always in correct position for use.

The two center levels can be used to level work in the ordinary way by using bottom edge, or the top edge can be used under the work to level ceilings, beams, girders, etc. This the makers claim is handy, convenient and saves time, and on account of the original designed frame it is easily handled.

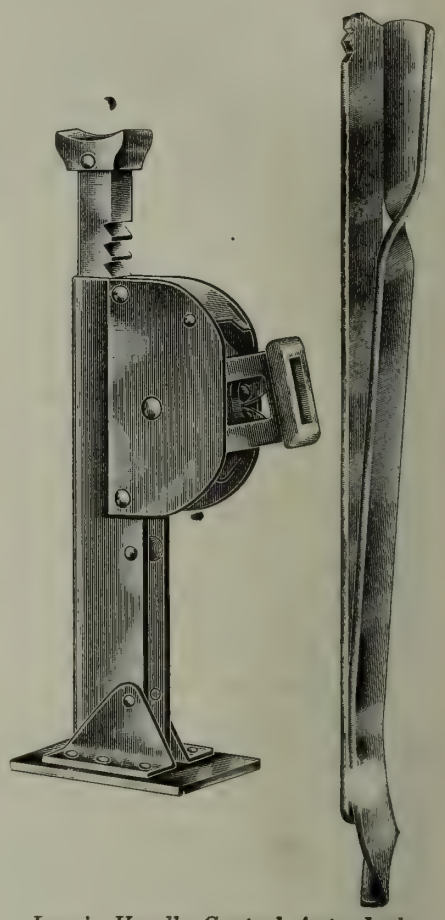
The levels are light, strong, non-rusting and proof against warp. All spirit glasses have wire bands instead of indelible lines that are cut in the spirit glasses. The spirit glasses are covered by plate glass which makes the parts dust, dirt and waterproof. Descriptive matter regarding the new line will be supplied on request.

Sand's 28-inch Aluminum Level

JACK CONTROLLED FROM HANDLE

A new jack, the movement of which is said to be entirely controlled by the detachable handle, has been placed on the market by the Lane Brothers Company, Poughkeepsie, New York. The accompanying illustration shows the jack and handle; when ready for use, the handle is placed on the jack, which is then pushed under the car, thus eliminating, it is said, the necessity of crouching beneath in an uncomfortable position. Then, according to the manufacturers, the jack is raised by pushing the handle all the way into its socket and pumping a short stroke in the usual manner, and lowered by pulling it back a short distance and pumping. A spring catch in each position is said to hold the handle securely and can be quickly released to remove the handle from the jack, by pinching the trip lever. The handle is jointed in the middle and can be folded in convenient form for stowing away. Price three to four dollars, depending upon the size.

Further particulars of the new jack and similar devices may be secured from the Lane Brothers Company, Poughkeepsie, New York.



Lane's Handle Control Auto Jack

SHAVING BRUSH DISPLAY

The Boeckh Bros., Company, Toronto, are now supplying along with their "steel grip" shaving brushes, an attractive display case for counter use.

The case shown in the accompanying illustration has a glass front. A separate compartment has been provided for each brush. Provision has been made for showing thirteen brushes at one time.

Boeckh Bros. counter display case.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The feature of the week has been the continued upward movement in the price of iron and steel products. Many Canadian wholesalers find that stocks of some lines are already becoming diminished, with no assurance as to the availability of future supplies. Business continues active and there is a good demand for most staple lines. Following last week's announcement of further advances in the American wire markets, there have been many price advances here. Some of the lines affected are bails, staples, smooth steel wire, annealed hay wire and bale ties, stove pipe wire, picture wire. Other lines affected, nearly all in an upward direction are Canada plates, terne plates, tinned iron, black and galvanized pipe, tee and strap hinges, oakum, blocks, files, paper, butts, japanned wares, toe- calk steel, lead sheets, stove boards, coal hods, padlocks and lock sets. The paint markets are very firm, with some further advances predicted. A good number of Ontario hardwaremen attended the hardware convention at Toronto this week.

The market reports this week are full of valuable information on market conditions. It would be impossible in the space devoted to markets at a glance to give a complete summary. Every hardwareman should read all the following reports:

MONTREAL

MONTREAL, Feb. 25.—Continued upward movement of manufactured steel and iron, and the higher products of these metals, is the feature of the week in the hardware trade, although first place should hardly be given to price changes without commenting at the same time upon the very satisfactory manner in which business is being maintained. Just where the advances in steel and iron will end seems to be problematical. For a time there was a comparative lull in local price changes, following a period of feverish buying on the part of the trade, but recently there have been material increases recorded on several lines by the American mills and these have again forced up quotations. Canadian dealers say that they are keeping prices as low as conditions warrant but that with diminishing stocks and indefinite assurance as to future supplies they are forced to move quotations up. They submit that at present prices the goods could not be bought in the States and brought into Canada at the figures they are quoting and survey of the two markets bears out this contention.

Business activity continues in general staple lines and the manner in which goods are being ordered indicates that the average retailer will have a good, substantial stock when the spring opens. Recently the movement of wire cloth and some of the other lighter commodities which were booked forward commenced. From this time on the volume of shipments on bookings will increase, although it will not be until after the opening of navigation brings about the adjustment of freights to lower levels that the big movement will take place. A good seasonable demand for sugar utensils is noted.

Following the announcement last week of further advances in the American wire market there have been increases in bails, staples, smooth steel wire, annealed hay wire and bale ties, as well as in stove pipe and picture wire. Other advances this week cover Canada plates, tin plates, terne plates, tinned iron, black and galvanized pipe, tee and strap hinges, oakum, English blocks, files, Kraft paper, butts, japanned ware and certain old materials.

In view of the American advance recently on bars, plates and shapes and tin plates and a strong situation in galvanized sheets, some further advances in departments affected thereby may be looked for.

The metals have been comparatively quiet after the activity of the past couple of weeks. Generally the increases have been well maintained, but there are indications that the movement is approaching its apex. Lead and spelter are marked up and tin and copper are fractionally higher, although there has been no general change in quotations.

Tin.—Although the same quotations hold in the tin market as were given a week ago, there has been a continued display of strength and advances are to be expected. However, there are indications in the reports from outside markets that the upward movement is at the top; in fact there has been some reaction in futures. Large consumers who bought heavily on the upward movement seem to have been impressed with the fact that the high levels on futures did not hold when the buying stopped and are, therefore, inclined to wait developments before going into the market again. Foreign advices indicate a firmer situation than is now forecast in the States and London is comparatively strong. Locally present prices may be expected to hold or advance unless there is more marked reaction in Southern markets than is now in evidence. Montreal quotation: 47-47½c, firm.

Copper.—The rapid upward movement in the copper market seems to have been checked during the week and, although business has been done at fractionally higher prices than during the previous week, the basis of quotations at writing are practically unchanged from last report. A measure of reaction on the part of the London market was the chief factor in putting on the brakes, it having been the British buying which was chiefly responsible for the rise. The check in the English situation came after a movement which commenced about the middle of December and has been consistent ever since. That some reaction should come after such a steady advance was logically to be expected and there is now considerable speculation as to whether it indicates that the apex of the market has been reached or whether the lull is a temporary one. American producers have as yet shown no change in their attitude and they are so well sold up that bearish talk is not likely to have much effect on them for the time being; their strength is that the consumption of copper is such that there is a demand for practically every pound that can be offered. Montreal quotation: 32-32½c, firm and steady.

Lead is Again Higher.—Lead has again scored a gain of another quarter cent in the local market, the advance following a further fractional increase on the part of the American Trust. New York reports the situation as being quiet, but firm. This is not an indication of weakness, but rather there is a pause following the heavy buying movement which has been in evidence for some weeks. There is some talk of higher prices, but for the present this appears to be rather on the part of second-hands than producers. Montreal quotation: 8¾-9c, steady to strong.

Spelter Again Higher.—Following the strength of the spelter market reported last week, on which the prediction of higher prices was made, local quotations have advanced a half to one cent and the situation is firm on these increases. The American situation has not shown much change, but late quotations indicate a gain of nearly one cent on last report. The consuming demand as noted in that market has not been quite so active of late but, in combination with export orders, there is said to be enough business in sight to keep the producers busy until June; so that it is not likely that there will be any material weakness develop. On the other hand certain future periods are receiving more attention with fractionally higher values indicated. Montreal quotation: 24-24½c, firm.

Antimony Steady.—There is practically no change in the local situation as regards antimony and the market remains nominal. Advices from outside sources indicate that there is a moderately active demand at fractionally higher prices than at last report. Montreal quotation: 50c, nominal.

Aluminum and Zinc.—Following several small advances recently in the American market—to which reference has been made—there has been an advance made in the local quotation. However, prices may still be regarded as of a nominal character, owing to the fact that the value of the metal puts it beyond the level of ordinary domestic consumption. Montreal quotation: 69c.

Zinc has remained steady after the several recent advances recorded and the market is now firm on the basis of last report. Montreal quotation: 31c for casks and 31½c for part casks.

Solder Scores Advance.—Following the recent advances in raw materials entering into the manufacture of solder, there is recorded this week an increase of 1 cent for several grades of manufacture. However, as has been previously pointed out, the unsettled conditions in the metal markets have resulted in the production of a number of new grades in which proportions are fixed to suit special purposes. Generally the situation is indicated as follows: Commercial half-and-half, 28c-29c, and Strictly half-and-half, 30c-31c.

Iron and Steel Situation.—There is little or no improvement in the situation as regards deliveries of manufactured iron and steel and, on the other hand, the upward movement of prices continues. Locally, last week's advance on wire has been followed by other advances on nails, staples, etc., and there are higher quotations for Canada plates, wrought iron pipe—black and galvanized—tin plates and several kindred lines. Local dealers state that not only are the advances warranted by decreasing stocks which it is very difficult to replace, but that, on the basis of the present cost at American mills, the goods could not be brought to Canada and sold at the quotations being given to the Canadian trade. A comparison of Canadian and American markets gives justification for this statement. Recently there have been further increases made in the States on bars, plates and shapes and tin plates, with a very firm market for galvanized sheets and these indications may be taken as a forecast of probable developments in the local situation. Some check to the rapid advances in Canada has been afforded by less activity in buying, but even though the demand is not so feverish as some weeks ago, it is still very strong and there will be very heavy shipments with the opening of navigation.

The Spring Movement. — Already wholesalers in the hardware trade are beginning to get out their booked shipments on wire cloth and this may be regarded as the first of the spring movement on the heavier goods. From now on the volume will increase, but it will be comparatively small until the opening of navigation with its readjustments of freight rates for the open season. Bookings this year, especially on the heavier goods, have been unusually heavy, owing to the advancing prices and the shortage of supplies threatened.

Canada Plates Advance. — Following the announcement of higher prices for tin plates on the part of American mills, there has been a material advance on Canada plates in the local market, the price of ordinary being up 50 cents and of all bright $1.05. The galvanized are not yet affected, but will probably advance before long. New quotations:

Ordinary, 52 sheets	$4 50
All bright, 52 sheets	6 30

Charcoal Tin Plates.—Charcoal tin plates are higher, following the American advance, the increase being 25 cents for each quality. New quotations follow:

IC 14 x 20 base	$6 25
IX 14 x 20 base	7 25
IXX 14 x 20 base	8 25

Another small advance is also recorded for charcoal terne plates, the IC 20 x 28, 112 sheets, 216 lbs. being up 25c to $10, and the 200 lbs. 25c higher, to $9.75.

Sheets.—There is no change this week in the quotations for black or galvanized sheets, but, in view of the advances recorded this week for tin plates, terne plates and Canada plates, it may be expected that there will be higher prices quoted in the near future. The American situation in galvanized sheets is very strong at present with advances predicted.

Tinned Iron Up Too.—Under the influence of the advance on tin plates referred to, there has been a material increase in the prices of tinned iron, quotations being up $1.00 on all gauges. New figures follow:

72 x 30, up to 24-gauge, case lots	$12 50
72 x 30, 26 gauge, case lots	13 00

Less than case, add 25 cents.

PRINCE OR PAUPER ?

The insert appeared in The Star a year ago depicting the state of the steel trade. At present the situation is completely reversed.

—From The Montreal Star.

Pipe Again Higher.—Wrought iron pipe has again advanced under the influence of the increased cost at the mills. The new quotations for Montreal and the Eastern market are given in panel.

Nails Still Higher.—The upward movement of nails continues. Following the advance in the States on wire rods referred to last week, there has been a further increase on cut nails of 10 cents, the Montreal basis now being $3.30. Cut nails remain at the former quotation of $3.10.

Staples Also Advance.—Under the same influence as nails, staples have shown a further advance of 15 cents a keg. Quotations are now as follows:

Fence staples, galv., in kegs	$4 35
Fence staples, galv., 25-lb. boxes	4 60
Fence staples, bright, in kegs	3 50
Fence staples, bright, in 25-lb. boxes	3 75

Smooth Steel Wire.—The base for smooth steel wire has been advanced 15c, the quotation for No. 0-9 gauge being now $3.45, with the following extras: No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c ex-

tra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Common sizes of O & A wire are quoted as follows: O & A No. 10, $3.61; O & A No. 11, $3.67; O & A No 12, $3.75.

Annealed Hay Wire.—In the general movement of wire products, annealed hay wire has been advanced 10 cents. New quotations follow: No. 13, $3.40; No. 14, $3.45; No. 15, $3.55.

Cut Hay Baling Wire.—Annealed cut hay baling wire has been advanced at the same time. Following are the list prices for Montreal which are now net as compared with a discount formerly of 2½ per cent: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.

Wire Bale Ties.—Wire bale ties have also been advanced, the increase here being 15 cents all round. New quotations are as follows:

Single Loop—	Per cwt.
No. 12	$3 75
No. 13	3 85
No. 13½	3 90
No. 14	4 00
No. 15	4 15

Stove Pipe Wire.—Stove pipe wire has not escaped in the upward movement of wire products. New quotations follow:

Number 19	4¾c lb.
Number 18	4½c lb.

Picture Wire.—Likewise there are higher prices quoted for picture wire. New figures follow:

25-foot coils:	
Number 0	19c doz. coils
Number 1	26c doz. coils
Number 2	38c doz. coils
25-yard coils:	
Number 0	37c doz. coils
Number 1	52c doz. coils
Number 2	75c doz. coils
Number 3	95c doz. coils
Number 4	$1.20 doz. coils
Brass, 25-yard coils:	
Number 10	$0 90 doz. coils
Number 11	1 15 doz. coils
Number 12	2 05 doz. coils
Number 13	2 85 doz. coils
Number 14	3 85 doz. coils

Manufactured Metals.—In a number of lines of manufactured metals the indications are that there will be higher prices. This not only applies to sheets, but to boiler plates and tubes and similar products, while the high cost of copper is almost certain to have an early effect upon brass and copper sheets and tubes. Lead pipe and lead sheets are also very firm in view of the high and strong position of the lead market.

Oakum is Higher.—Still higher prices are being quoted for oakum. Plumbers spun has advanced from 5½c to 6c and United States Navy (English) from 8½c to 9c. Other qualities are also affected.

Tee and Strap Hinges.—Higher cost of the materials of manufacture is the reason for another advance on tee and strap hinges, both heavy and light. The discount on the heavy is now 27½ per cent. and on the light 57½ per cent. On this basis the new prices are as follows:

Heavy.	Strap.	Tee.
4 in., doz. pairs	$1 37	$1 16
5 in., doz. pairs	1 66	1 24
6 in., doz. pairs	1 81	1 38
8 in., doz. pairs	2 46	1 85
10 in., doz. pairs	4 35	3 04
12 in., doz. pairs	5 40	5 00
14 in., doz. pairs	6 16	5 36
London price figured net at 33 1-3%.		
Light.		
3 in., doz. pairs	0 43	0 43
4 in., doz. pairs	0 51	0 47
5 in., doz. pairs	0 60	0 55
6 in., doz. pairs	0 72	0 64
8 in., doz. pairs	1 06	0 76
10 in., doz. pairs	1 48	1 02
12 in., doz. pairs	2 55	1 91
14 in., doz. pairs	....	2 34

English Blocks Advance.—With many lines of hardware imported from England, there has been an advance on English blocks. The English iron pulley blocks and English gin and snatch blocks —all iron—are up about ten per cent. on former quotations.

NEW PRICES ON WROUGHT IRON PIPE

(In effect Feb. 18)

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ and ⅜ in.	2 64	4 71
½ in.	3 32	5 14
¾ in.	3 91	6 38
1 in.	5 78	9 44
1¼ in.	7 82	12 77
1½ in.	9 35	15 26
2 in.	12 58	20 54
2½ in	19 98	32 47
3 in.	26 01	42 46
3½ in.	31 28	51 06
4 in.	37 06	60 50
Lapweld		
2 in.	14 06	22 02
2½ in.	20 48	33 05
3 in.	26 78	43 22
3½ in.	32 20	51 98
4 in.	38 15	61 59
4½ in.	48 26	75 57
5 in.	56 24	88 06
6 in.	72 96	114 22
7 in.	99 96	153 50
8 in. x 25 lbs. per ft.	105 00	161 25
8 in. x 28 lbs. per ft.	120 96	185 76
9 in.	144 90	222 53
10 in. x 32 lbs. per ft.	134 40	206 40
10 in. x 40 lbs. per ft.	173 04	265 74

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ in. and ⅜ in.	2 58	4 35
½ in.	3 23	5 06
¾ in.	3 80	6 27
1 in.	5 61	9 27
1¼ in.	7 59	12 54
1½ in.	9 08	14 99
2 in.	12 21	20 17
2½ in.	19 31	31 88
3 in.	25 25	41 69
3½ in.	30 36	50 14
4 in.	35 97	59 41
Lapweld		
2 in.	$ 13 69	$ 21 65
2½ in.	19 80	32 47
3 in.	26 01	42 46
3½ in.	31 28	51 06
4 in.	37 06	60 50
4½ in.	46 99	74 30
5 in.	54 76	86 58
6 in.	71 04	112 32
7 in.	97 58	151 13
8 in. x 25 lbs. per ft.	102 50	158 75
8 in. x 28 lbs. per ft.	118 08	182 88
9 in.	141 45	219 08
10 in. x 32 lbs. per ft.	131 20	203 20
10 in. x 40 lbs. per ft.	168 92	261 62

Montreal and Eastern List.

New File Discount.—As the result of recent adjustments by makers the discount on practically all files in the local trade is now on a basis of 72½ per cent.

Kraft Paper Higher.—Kraft paper used for wrapping purposes has been advanced in price ¼ to ½ cent per pound, according to former quotations. The new price now generally prevailing is 6c per pound.

New Discounts on Butts.—New discounts are announced on butts. In the local market these will now be as follows: No. 804 and 840, 57½%; No. 800 and 838, 50 and 5%; No. 802, 47½%; No. 808, 50%; No. 810 and 814, 45%.

Cutlery Short.—Wholesalers report that there is a general shortage of English cutlery, owing to serious delays in getting shipments through. This appears to be not only the result of delays in transportation, but also of difficulty in getting the goods themselves with so many of the metal manufacturers engaged in turning out munitions. Materially higher prices are being paid on new supplies.

Sugar Utensils Moving.—A very good business is being done at the present time in sap spouts, pails and bitts, indicating that the sugar season is approaching and that there will be considerable activity in the industry this year.

Japanned Ware Higher.—An advance has been made on japanned ware by the manufacturers, the new discounts to the trade being 35 per cent. on the colored items and 30 per cent. on the white lines. Manufacturers of kitchen utensils in general report that business is brisk and generally satisfactory, considering the prevailing conditions.

Old Materials.—Further advances for a number of scrap metals are noted in sympathy with the continued rise in the metal markets. New quotations are as follows: Zinc, heavy, 15c lb.; Copper, heavy, 20¾c lb.; Mach., compos., No. 1, 16¼c lb.

TORONTO

Toronto, Ont., Feb. 24.—The Annual Convention of the Retail Hardware Association has been the principal feature of interest this week. The Convention opened as scheduled and the large attendance of retailers from all parts of the Province was evidence of the interest taken by the trade in the proceedings. Full particulars of the meetings will be found in another section of the paper.

The general situation in the hardware trade is unchanged and business continues to move in good volume. The outlook however, is uncertain owing to the probable shortage of many lines and steady increase in prices. The situation in this regard seems to indicate that the high point has not yet been reached and that high prices are likely to continue for the balance of the year judging from reports emanating from manufacturers and sources from which raw materials come. A comparatively new development is the restlessness amongst workers in various trades in the States which is becoming daily more apparent. Strikes have already occurred at some factories and it is feared that the discontent will spread which may lead to decreased output and a corresponding shortage of goods in all lines. Wages have gone up and cost of production has therefore increased while the cost of raw materials is also increasing. The freight situation in regard to overseas shipments is becoming more acute with resultant increases in freight rates. The shortage of tonnage is serious and is causing much inconvenience to shippers. These conditions tend to further increase in prices.

Many Price Changes.—There are as

usual a number of important price changes to announce this week and indications point to further advances. Raw materials are becoming scarcer and higher and deliveries from manufacturers are getting further behind. All the changes this week are to higher levels and include the following products. Wrought iron pipe, boiler tubes, shafting, iron bars, tire steel, toe calk steel, steel angles, band steel, sleigh shoe steel, horseshoe iron, lead sheets, galvanized ware, Japanned ware, stove boards, coal hods, fence staples, sprinklers, wire, hay wire, bale ties, zinc sheets, oakum, padlocks and night latches, locks, lock sets and door knobs, etc. Pipe and other lines of wrenches have taken another advance while all malleables such as plough clevices and kindred lines have also advanced. Gasoline benzine and castor oil are also higher. Prices of lumbering tools have been withdrawn. As already stated the general trend of the market is upward and a continued advance in prices may be looked for, some lines one week and other lines the next. All raw materials are advancing. Finished and semi-finished steel, and ingot metals are all going up thus affecting many lines of hardware. The effect is so general that it is impossible to pick out any particular line for notice.

Iron and Steel Strong.—The unprecedented situation in the steel trade continues and the market is very strong with prices still advancing. It is impossible to even guess what level prices will eventually reach but as the majority of the mills are booked up until the end of the year there is every probability of considerably higher levels and little chance of a break in the market during this period. The most serious feature is the possibility of a steel famine which is now threatening and may be an accomplished fact in the not far distant future especially if the consumption continues to increase at the present rate. The upward tendency of prices in the United States and higher prices on a number of steel products have been announced following advances in the States. Boiler tubes have advanced 10 per cent. Discounts on black and galvanized wrought iron pipe have been lowered two points for the former and three points for the latter. Cold rolled steel shafting has again advanced, the warehouse price being now net list. Steel angles are now quoted at $3.00 per 100 lbs., bar iron at $2.75, horseshoe iron at $3.00, steel bars, band steel and sleigh shoe steel at $3.00, tire steel at $3.15 and toe calk steel at $3.60 base.

Pig Iron.—There is no change in the pig iron situation and quotations are at the same level as last week. Grey forge Pittsburgh iron is unchanged as is also Lake Superior charcoal iron the latter with an unusually wide spread of quotations. Hamilton and Victoria irons are unchanged.

Old Materials.—The market is steady with higher prices for copper, lead and zinc which have moved up in sympathy with the ingot metal market. The scarcity of aluminum has increased the value of scrap metal and prices have again advanced. Dealers have so far been unable to get a reduced freight rate on shipments of scrap from western points.

Machine Tools.—The machine tool market is quieter and enquiries have fallen off. Canadian machine tool builders are very active and have sufficient orders on their books to keep them busy for some time. Deliveries from American builders are still very backward as many of these concerns are sold up for several months. Standard tools are particularly difficult to obtain and deliveries run well towards the end of the year. The demand is almost entirely for machinery for munitions, normal requirements being very light.

Metals.—The metal markets continue strong and prices are still moving upward for copper, lead, tin and spelter. The copper situation continues abnormal and the trade is asking where the present movement will lead to. The persistant advance in copper is the most prominent feature in metal circles just now and the comparative scarcity of supplies will tend to force the market still higher. The tin market is quiet but a considerable volume of business has been transacted and prices are higher. Spelter is also moving up gradually following higher quotations in London for both prompts and futures. The lead market is strong following the advance by the "Trust" to 6.30c New York and quotations are also higher locally. The antimony market is active and well sold up on spot and nearby futures. The supplies of aluminum are very scarce and the market is very firm. Solders have advanced following the increase in cost of tin.

Copper Strong.—The remarkable situation in the copper market continues and the prices are still advancing. Copper producers are steadily selling their output farther ahead and spot metal is practically unobtainable. The consumption of copper is very heavy and is increasing rather than otherwise and indications point to still higher prices. Copper has advanced ½c locally and is now quoted at 31c per pound.

Tin Active.—The demand for tin has improved and quotations are higher. The market is quiet but firm and indications point to higher prices as the position of this metal is a good one. It is reported that considerable quantities of tin have been purchased in the East at comparatively high prices principally for American account, which may also have a tendency to raise prices. Tin has advanced 1c and is quoted locally at 48c per pound.

Spelter Firmer.—The market is strong and higher following an advance in London. There is an improved demand for spelter and the market appears to be entering on another buying movement. Spelter has advanced 1c and is now quoted at 26c per pound.

Lead Strong.—The market is very strong, the "Trust" having advanced price to 6.30c New York. This price is abnormal but another advance would not be a surprise as Independents are well sold up and the market is in the hands of the "Trust". Local quotations are higher at 8½c being an advance of ¼c per pound.

Antimony.—The market is active and well sold for spot and early future. Prices remain unchanged on early deliveries at 47c per pound.

Aluminum.—The market is strong and unchanged but higher quotations are probable owing to the great scarcity of aluminum. Quotations are unchanged at 60c per pound.

Solders.—Prices have advanced as was anticipated owing to the recent increase in cost of tin. Half-and-half is now quoted at 25c per pound and other prices are given in the selected market quotations.

Galvanized Sheets Strong.—The situation in the galvanized sheet trade does not improve and the market is very strong. Some of the mills have withdrawn prices their action being attributed to the further advance in spelter. Black sheets are also higher and the mills are behind on deliveries on account of the heavy demand for this material. Prices of galvanized sheets are very firm and an advance may be looked for in the near future.

Cold Rolled Shafting Up.—Prices of cold rolled steel shafting have again advanced, warehouse prices being now net list while mill prices carry a discount of 10 per cent. The mills are sold out for five to six months, specifications are very heavy and consumers are only getting about half of the shafting called for in their contracts.

Boiler Tubes Up Again.—Prices of boiler tubes both seamless and lapwelded have advanced again, quotations being now about 10 per cent. higher. The extraordinary strength in the steel market in the United States and high cost of raw materials is the reason for this advance. The mills are very busy and in many cases the output is sold for three or four months, deliveries consequently are very backward.

Lead Sheets Higher.—The steady increase in cost of pig lead has naturally resulted in higher prices for lead products, including lead sheets which are quoted as follows: Sheets 3 lbs. per sq. ft., $10,25; 3½ lbs. per sq. ft., $10.00 and 4 to 6 lbs. per sq. ft, $10.00.

Pipe Wrenches Up.—Prices of pipe and other lines of wrenches have advanced approximately 10 per cent. The cost of producing goods such as these is now out of all proportion to their value partly owing to high wages and also cost of raw materials.

Fence Staples Advance.—Higher prices for both galvanized and bright fence staples have been announced this week. The new prices are 15c per 100 lbs. higher than formerly and are as follows: Galvanized fence staples in kegs, $4.35 and in 25 lb. boxes $4.50. Bright fence staples in kegs are $3.40 and in 25 lb. boxes, $3.75 per 100 pounds.

Builders' Hardware Up.—Many lines of Canadian made builders' hardware

have advanced owing to the increase in prices of raw materials and cost of production. The advances range from 5 to 7½ per cent. according to the class of goods. "Yale" padlocks and back latches have advanced approximately 10 per cent. Higher prices have also been made on nail hammers.

Utensils.—The new discounts on galvanized and Japanned ware are given in another paragraph. No change in the meantime has been made in other lines of ware but higher prices may be expected any time. All raw materials such as sheets, copper and tin are higher and cost of production is thus increasing. Manufacturers of ware will therefore be obliged to raise their prices.

Stove Pipe Ware.—New prices have been issued for stove pipe wire which are as follows; No. 18, $4.50 and No. 19, $4.75.

Wire Again Advances. — The market is very strong and prices continue on the up grade. Smooth steel wire, No. 0-9 gauge is now quoted at $3.45 base, being an advance of 15 cents.

Hay Wire Also Advances.—The advance in the base price of wire has affected wire products among these being hay wire in coils which is now quoted as follows: No. 13, $3.40; No. 14, $3.45; No. 15, $3.55 and No. 16, $3.60 per 100 pounds. These prices are 10c. higher than previous quotations

Wire Bale Ties Up.—The advance in wire has affected single loop wire bale ties which have advanced 15c and are now quoted as follows: No. 12, $3.75; No. 13, $3.85; No. 13½, $3.90; No. 14, $4.00 and No. 15, $4.20 per 100 pounds.

Japanned Ware Higher. — Prices of Japanned ware have also advanced, the new discounts being as follows: Colored 35 per cent and white 30 per cent. The discount on Japanned coal hods is now 30 per cent. and on Japanned sprinklers 30, 10 and 5 per cent.

Stove Boards Advance. — The discounts on stove boards have been lowered and are as follows: Wood lined 60 and 5 per cent., paper lined, 60, 10 and 5 per cent.

Galvanized Ware Advance. — Higher prices for galvanized ware predicted in Hardware and Metal last week have materialized, the new discounts being as follows. Galvanized pails and washtubs are now 20 per cent. as against 20 and 10 per cent. formerly. Galvanized coal hods are now 12½ per cent. while other lines are for the present unchanged at 20 per cent.

Oakum Advances.—An advance of 5c per pound in the better grades of oakum is the biggest advance that has been made in this material for a long time. The higher grades are composed principally of Russian and Italian hemp and as both these fibres are practically unobtainable supplies being very scarce and prices high. For this reason it is feared that there will be very little American oakum on the market towards the end of the year. The cheaper grades of oakum are composed largely of jute which although higher in price than it used to be is fairly easy to obtain, these grades therefore have not advanced so much. The various grades of oakum are now quoted as follows: Best American, 16c; U. S. Navy, American 15¼; new hemp; English, 10½c, and plumbers, spun, 6c per pound. U.S. Navy English is unchanged at 8½c per pound.

Rope Firm.—Prices of rope are firm at the advance noted last week and the market is still very strong. There is no change in the situation and conditions in the raw materials markets are causing considerable anxiety in the cordage industry. Scarcity of tonnage and the abnormally high ocean freight rates that prevail in consequence have caused extraordinary advances in Manila jute and other fibres and further advances in cordage are anticipated.

LONDON

LONDON, Ont., Feb. 23.—Business continues very fair in this district, and compares favorably with the corresponding period last year. Merchants are preparing for a big spring business. Dealers are placing large orders for paints, and a good volume of business is anticipated. There are many price changes this week, and the upward tendency in values continues. Collections are good.

Linseed Oil.—The market here is very firm and higher prices are expected. Quotations are as follows:

	Raw.	Boiled.
1 to 2 barrels	$1.02	$1.05
3 to 5 barrels	1.01	1.04
6 to 9 barrels	0.99	1.02

Turpentine.—Prices of turpentine are unchanged locally and are as follows: 1-bbl. lots, 87c; 2 to 4-bbl. lots, 86c, and 5-gallon lots, 94c per Imperial gallon.

White Lead.—The market is very firm and prices unchanged at $11.45 for pure lead in ton lots, with 30c extra for less than ton lots.

Putty.—Prices are firm and unchanged as follows:—Standard putty, $2.85, and pure putty $3.35 in 100-lb. drums.

Wire Nails.—The market is strong and higher prices are expected. Present quotation, $3.15 per keg base. Cut nails are unchanged at $3.10 per keg base.

Iron Washers.—Prices of iron washers have advanced, the new discount being 35 per cent.

Brass Butts Up.—A new price has been issued for brass butts, narrow, middle and desk butts are now net list.

Thumb Latches Up.—Prices of steel thumb latches have advanced 10 per cent., No. 2 being quoted at $1, and No. 3 at $1.40 per dozen.

Tacks Higher.—Brass-headed tacks have advanced about 40 per cent.

Fence Staples Up.—Prices of fence staples have advanced 15c per 100 lbs., and are now quoted as follows:—Bright, in 100-lb. kegs, $3.50, and in 25-lb. boxes, $3.75. Galvanized, in 100-lb. kegs, $4.35, and in 25-lb. boxes, $4.60.

Fence hooks are higher, and are now quoted at $4.35 in 100-lb. kegs, and $4.60 in 25-lb. boxes.

Wrought Iron Pipe Up.—Black pipe has advanced 2 points and galvanized 3 points. The new prices are given in panel.

O. and A. Wire Up.—Advance of 15c per 100 lbs. No. 10, $3.61; No. 11, $3.67, and No. 12, $3.75. Hay baling wire, No. 14, is quoted at $380. Prices of galvanized wire are unchanged.

Barn Door Rollers.—Prices have advanced, and are as follows:—No. 843, $6; Nos. 021 and 545, $8; No. 542, $9.85; Nos. 20 and 21, $10.35, and No. 321, $13.20. Trolley track, 11c per foot.

Butts Higher.—The new discounts are as follows:—Nos. 804 and 840, 57½ per cent.; Nos. 800 and 838, 50 and 5 per cent.; Nos. 810, 814 and 842, 45 per cent.

Tee and Strap Hinges Up.—Discount for light tee and strap hinges is 57½ per cent., and for heavy tee and strap, 27½ per cent. The net prices, which are figured at 27½ per cent., are as follows per dozen pairs:

	Tee.	Strap.
4 in.	$1.16	$1.38
5 in.	1.35	1.67
6 in.	1.38	1.82
8 in.	1.85	2.47
10 in.	3.05	4.35
12 in.	5.01	5.41
14 in.	5.37	6.17

Glass.—Glass is unchanged at 30 and 10 per cent. discount. Cut lights are net list.

Miscellaneous.—The discount on harvest tools is 40 and 12½ per cent. Poultry netting 30 per cent. Spades and shovels, 1sts, 50 and 10 per cent.; 2nds, 50 per cent.; and 4ths, 40 per cent.

Screen Wire.—Painted screen wire, 100 ft. rolls, $1.87½; in 50 ft. rolls, $1.92½. Bronze screen wire, in rolls, 8c per sq. ft.; less quantity, 9c per sq. ft.

Builders' Hardware Up.—Bit braces have advanced 10 per cent.; boxwood rules about 20 per cent.; and auger bits are now quoted at a discount of 65 per cent. Locks are up about 5 per cent., and the new discount is 47½ and 10 per cent. for steel and iron locks, and 40 per cent. for brass locks. All padlocks have advanced about 10 per cent.

Iron and Steel.—Bar iron is now quoted at $2.65, and steel bars at $2.90 base.

Rope.—Pure Manila, 21c; British Manila, 17c; African hemp, 17c. Cotton rope, 3-16 in., 25c; ¼ in. and larger, 24c. Market strong.

Nipples.—New discount, 75 per cent.

WINNIPEG

WINNIPEG, Feb. 24.—During the week just passed there have been a great many customers of the various jobbers throughout the West visiting Winnipeg during bonspiel activities. It is estimated that about 20,000 visitors have been here, and they were certainly greeted with exceptionally fine weather, and it would appear that they were looked after very well socially, although it is usually figured that retailers who come to the city during bonspiel refuse to talk business. There has been considerable business placed with the jobbers for next fall's requirements. It

(Continued on page 52.)

WEEKLY PAINT DEPARTMENT

Better Use of Color Cards in Paint Business

Merchants Should Make Good Use of Color Cards—They Embody a Compendium of Main Facts of Most Scientific Knowledge Gleaned by Manufacturers—Valuable to Merchants, Clerks and Customers.

DOES the average dealer make the best use of the color cards which are sent to him each year by the paint manufacturers? Manufacturers with a wide experience say he does not. Therefore, the dealer's sales are not as large as they should be. It is increased business that every hardwareman is endeavoring to get. A little time and attention paid to this small business detail may be one of the very features that will assist materially in bringing this about.

Paint manufacturers have been sending these color cards out from time immemorial; or, to use a legal expression, since the time when man's memory runneth not to the contrary. That is perhaps one reason why they have come to be considered lightly by the dealer. Year after year they have been sent to him from the head office of the paint manufacturer. Sometimes he looks upon them as an advertising medium and distributes them indiscriminately to people who come to his store. He may even give them to the youngsters to amuse them, in the hope that they may take them home.

Cost of Color Cards

Paint manufacturers each year prepare these color cards with a great deal of care and at a big expense. The best scientific knowledge which they command is condensed and put into a few small pages of reading matter on these color cards. True, each paint company will also place a certain amount of "boost material" for their own paint on them. But when this is sifted out the meat of the cocoanut will be found in the scientific paint knowledge, which is also contained therein.

There are certain principles of paint manufacture on which all the best makers of paint agree. For instance, the makers will tell you that there is only one formula for durable paint, namely, white lead, zinc and linseed oil. One of the color cards in question put out by a well-known and reputable firm tells why this blending of certain ingredients is needed. As an example of the scientific knowledge which these little folders may contain, the following quotation is taken from one of recent issue:

"It is a well-known fact that of all known white paint pigments carbonate of lead (commonly called white lead) has the greatest body or hiding properties. Unfortunately, it lacks almost every other essential that goes to make durable and efficient painting material. First, it lacks the properties of carrying the necessary amount of oil to make it a durable and weather-resisting paint material, and second, it is not what might be termed a neutral pigment. By this is meant that it is chemically active with linseed oil, and this chemical action begins from the time the lead and oil are put together, and continues after the paint has been applied, gradually destroying the life of the oil.

"The proof of this chemical action may be observed on any painting job done with pure white lead and oil. Investigate this by rubbing your thumb over a painted surface exposed to the weather a short time, and you will see that it chalks—rubs off quite easily. These weaknesses of white lead are overcome by the addition of a correct proportion of zinc oxide. Pure oxide of zinc adds life and durability. Its whiteness, elasticity, spreading and oil-carrying capacity, when woven with white lead and linseed oil by means of powerful grinding and mixing machinery, strengthen and reinforce the natural weaknesses in white lead.

"Pure oxide of zinc is neutral in its action with linseed oil, and all other pigments, and the fact that it carries more oil than white lead, makes its use essential to good painting. While it is an acknowledged fact that linseed oil is the life of paint—the binder that grips the wood and holds the pigment on, it is also true that linseed oil must be correctly balanced with the proper proportion of white lead and zinc. An excess proportion of either oil or pigment will decrease the durability of the paint.

"These two pigments—lead and zinc—when incorporated with pure linseed oil produce a paint that is not only pure, but also efficient. This combination—white lead, zinc and linseed oil—forms into a leathery and elastic paint film, that stretches in summer, and contracts in winter without breaking. Any adulteration destroys this elasticity, weakens the resistance to extreme changes of temperature, and finally results in the paint cracking and scaling."

How to Apply Paint

Here is a basis for a scientific knowledge of the paint business which any dealer can acquire in a few minutes of concentration. And it is all embodied in that little folder called the "color card." It is true that each manufacturer has his own particular choice of material that he embodies in his color card. There is one feature which they all contain, namely, instructions on the application of paint. These are points which the dealer should be thoroughly familiar with. If he can first direct his customer in the best way to use the paints, the paints are sure to give the best satisfaction. If the dealer can "off his own bat" give the necessary instructions that will insure the proper use of the paints it will mean business for him in the future. Invariably dissatisfied customers result through a failure to observe proper precautions in the application of paints.

If the dealer can give these instructions in a few brief words, they will "soak in" to a certain extent on the first application with the customer. If this kindly advice is followed up by the presentation of one of the color cards with the request that the instructions be thoroughly digested before proceeding with the application of paint it is safe to say that the customer's mind will be sufficiently charged with his subject to insure a proper application. Of course, there are minds and minds. It is perhaps safe to assume that the average mind will be able to absorb a little bit.

Here, then, are ways in which the little color card can be turned to real value by the dealer. First, he should acquaint himself with the scientific knowledge they contain in an abbreviated form. This is valuable as talking points. Secondly, he should give instructions as to the proper application of the

(Continued on page 52)

BRUSHES and BROOMS

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are absolutely guaranteed, and if found defective, may be returned and will be replaced—entirely at our expense. The dealer cannot lose on Boeckh's Guaranteed Brushes and Brooms and besides your customer is assured of getting satisfaction.

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You can pay a higher price but you cannot get a better paint.

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paints. This is always contained in the color card folder. When a customer purchases paint he should furthermore be directed to read carefully the instructions contained in the color card. Thirdly, the dealer should insist that his clerks also acquire this knowledge from the color card. It is also essential that they be well primed with talking material.

WEEKLY HARDWARE MARKETS

(Continued from page 49.)

would appear that the retailers appreciate more than ever the value of booking their orders in advance, and many times in these columns has there been mention made advocating this step. With the unsettled condition of the market, retailers cannot go far astray in anticipating their wants a long way ahead.

The jobbers report that business during the past week from their travellers and through the mails has shown considerable improvement, and they expect from now on to have all the orders which they can take care of conveniently.

The markets during the past week have shown very little change, and, although jobbers report increased prices on a great number of minor lines, the items which are usually affected, such as nails, barbed wire, galvanized sheets, etc., have not altered.

There has been a revised price issued on cut nails, however, the base now being $4 per keg.

Planished copper also shows a slight increase, and to-day's ruling price on 14 and 16-oz. is 44c per lb.

Wrapping paper also shows an advance, and to-day's price on the kraft is 6½c per lb.

During the past week revised prices have been made on various lines of tinware and Japan ware, this advance averaging from 5 to 10 per cent.

The latest price issued on standard patent stove pipe and elbows is given below. Even at the prices mentioned it would seem to be very good buying, and all retailers should protect themselves as early as possible. It is estimated by some of the jobbers that there may be a shortage of Canada plate, and if such is the case, retailers can readily appreciate why they should protect themselves in ordering their supplies now.

Standard Patent—	Per 100 lengths
6 in.	$10.50
7 in.	11.25
Elbows—	**Per doz.**
Heavy—6 in.	$1.66
7 in.	1.86
8 in.	2.76
Light—6 in.	1.20
7 in.	1.35

Black wire cloth has also come in for an advance in price, and the ruling price to-day is $2 per 100 square feet.

WEEKLY PAINT MARKETS

(Continued from page 54.)

ronto for turpentine:—1-barrel lots, 87c; 2 to 4-barrel lots, 86c; and 5-gallon lots, 95c per Imperial gallon.

Paris Green, New Prices.—The new prices for the coming season for Paris green are out, and are given in panel on page 54. It will be noted that prices are very much higher than last year, which is due to the heavy increase in cost of raw material, particularly copper sulphate.

Gasoline Up Again.—The advance in gasoline and benzine predicted in Hardware and Metal is now in effect, quotations being now 2c higher. The demand for gasoline is steadily increasing, and the supply of crude oil appears to be stationary. All grades of Pennsylvania crude have advanced 5c per barrel, Pennsylvania crude being now quoted at $2.40. The gasoline market is very strong, and a further advance is probable. Gasoline is now being quoted locally at 30½c, and benzine at 30c per gallon.

White Lead Firm.—The market continues very firm, and prices are unchanged at $11.45 for pure white lead in ton lots. The pig lead market is very strong and higher, which, if continued, may result in another advance in white lead.

Castor Oil Advance.—Higher prices are being quoted for castor oil on account of the great shortage and difficulty in obtaining supplies from England. Castor oil is now being quoted at 44c per pound.

Glass.—New and lower discounts are being considered for both sheet and plate glass. Last week a change in discounts was announced, sheet glass being 30 and 10 per cent. and plate glass 35 per cent.; these are still in effect.

Mixed Paints.—As announced last week, some paint manufacturers advanced their prices on February 15, but others will wait until the date that was originally decided upon, March 1. As cost of raw materials continue to advance, it is highly probable that a further advance will be made in mixed paints before the season closes.

Putty.—Business is quiet, and although whiting advanced last week and linseed oil is still high, there is little possibility of any change in prices of putty in the meantime. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

STEEL TRUSS BARNS

The Metal Shingle and Siding Company, Ltd., Preston, Ont., recently issued catalogue No. 1916 on steel truss barns. The catalogue is an exceptionally attractive one, well illustrated, and contains a valuable fund of information on barn building and equipment. All the problems likely to be encountered in barn building are worked out in detail in the catalogue. In one section of the catalogue complete plans are shown for a barn, 36 x 70 feet. Capacity tables also shown in the catalogue tell how many animals can be housed in certain sized stables; how much hay and grain can be stored; how many windows and doors are needed; how much ventilation should be provided, etc. Copies of the catalogue will be supplied on request.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

81. **Handles.**—A Birmingham firm inquires for "D" shovel handles in three grades XX, X, and No. 1's; also ash stems for crutch handles in lengths from 28 inches to 36 inches. Prices should be c.i.f. Liverpool or Bristol.

103. **Steel Tubes.**—A Birmingham firm is open to purchase close-joint steel tubes for bedsteads or electric conduit work. Prices should include delivery Bristol or Liverpool, the former preferred. Samples may be inspected at the Department of Trade and Commerce, Ottawa.

104. **Graze Fuze.**—Canadian firms in a position to manufacture what is known as graze fuse, War Office number 100. finished or casting, are inquired for by a munitions contractor in Birmingham.

106. **Wire Nails and Wire.**—The foregoing firm is also open to purchase wire nails and galvanized wire 12 to 20 w.g. for the Canary Islands and the Spanish markets.

107. **Tinned Wire and Enamelware.**—A Birmingham firm is open to purchase tinned wire for mattresses and enamelled house utensils. Prices must include delivery Birmingham.

108. **Agency.**— An old - established South African commission house is prepared to take up Canadian agencies and requests full particulars for manufacturers prepared for export in shovels, picks, shelf hardware, locks, tools, dairy implements, cream separators, ploughs, rakes or any agricultural implement.

109. **Asbestos Fibre.**—A French firm is anxious to get in touch with companies operating asbestos mines in Canada. They state that the product which interests them is not the raw ore, but what is known as short fibre ("fibre courte") which could be shipped, in bags, directly to Marseilles. They also state, however, that if there exist in Canada manufacturers who triturate the stones and do carding they would also be interested in the long fibre for mattresses (fibre longue a matelas").

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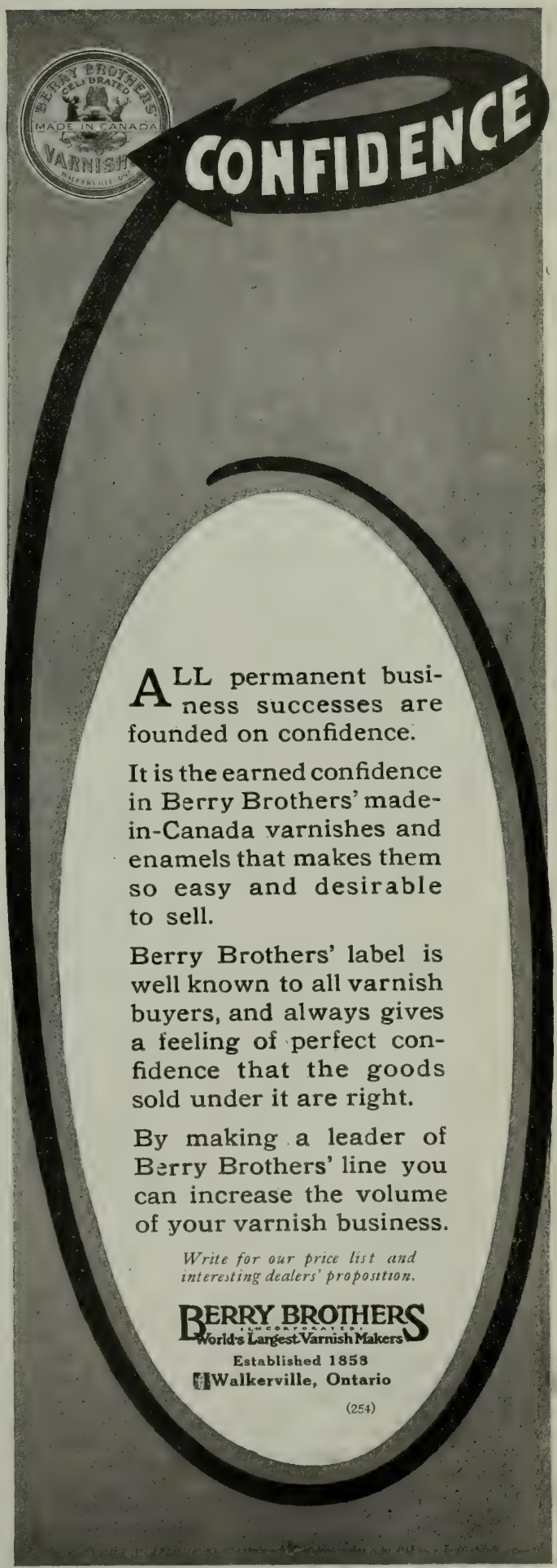


WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 25.—With the approach of the first of March when the advances on ready-mixed paints will be formally in effect with all local houses, there is evidence of other factors making for unsettlement in the situation in addition to the different selling policies as between different firms referred to last week. Not only have some manufacturers put their advances into effect earlier than others but some firms with late selling campaigns state that they will give all customers who have not yet been called upon by their travellers a chance to buy at the old figures in ordinary amounts. And now comes another development which indicates that the price changes will not be the same with each company even on the standard general colors. For instance while the general basis of the increase was 10 cents a gallon on general colors and 15 cents on whites, at least one firm will advance 20 cents on colors and 10 cents on whites, which will bring all colors and whites to the same basis It will thus be seen that the makers are not necessarily acting together as regards the details of the advances themselves any more than they did with regard to the date of their application.

Business throughout the week is reported as being altogether satisfactory in view of conditions in the building trades. Retailers have continued buying in very good quantities to get their purchases made prior to the advances. The situation as regards prices has continued strong in all departments and the conviction grows that still higher prices on mixed paints are inevitable unless there is some unforeseen reaction in the markets for materials.

Ready Mixed Paints.—In connection with the new quotations on ready mixed paints now going into effect, it is noted from the price list of one manufacturer that the increase on general colors is 10c and on whites 15c—pure, outside and inside whites now being 15c above ordinary colors. At the same time it is noted that flat white and varnish white are 35c above the general color basis, that window blind green is 40c above and that crimson and vermilion are 65c above the general level. This gives a fair indication of the basis of the adjustments being made but mention might be made again of the fact that one firm is making a flat price for colors and whites as compared with the 15 cents spread referred to.

Linseed Oil.—There is practically no change in the linseed oil situation and the range of prices continues as at last report, being from $1.00 and $1.03 for raw and boiled respectively to $1.03 and $1.06 for the two varieties mentioned. Usual allowance is made for quantities.

White Lead Very Strong.—Last week it was stated in connection with the white lead market that higher prices were warranted by the position of the pig market. This strong situation has been emphasised by another slight advance in pig by the American trust. Manufacturers state that the only reason for not making advances is that the price is already abnormally high and that there is little business passing at the present time.

Turpentine. — Nothing new can be said of the turpentine situation. The bulk of the business passing is on a basis of 80c to 82c a gallon although some quotations of 84c are heard. Usual allowances are made for quantities.

Paris Green—New Prices.

	C. P. Co.
600-lb Barrels	38¾
250-lb. kegs	39
100-lb. drums	40
50-lb. drums	40
25-lb. drums	40¼
1-lb. pack., 100 case	42¼
½-lb. pack., 100 case	44¼
1-lb. tins, 100 case	43¼

Prices f.o.b. Toronto, Hamilton and London.

Lubricating Oils.—Higher prices may be expected on lubricating oils. This will not come as the effect of the new tariff which only applies to fuel oil but will be the result of general developments in the market in the United States where the consumption appears to be surpassing the demand.

Gasoline Goes Up.—The big advance in gasoline predictions of which have been made for some weeks has finally taken place, the increase for the week being 2 cents a gallon. The new tariff is not a factor in this, the advance being the natural result of conditions in the States. New prices follow:

Gasoline, in barrels	31c
Gasoline, in drums	28½
Gasoline, tank wagon	28c

Benzine ½c lower.

Glass is Steady. — Despite reports from the west of reductions in glass the local situation remains firm and dealers say that any change should rather be in an upward direction. Cutting is believed to be the result of competition for the small business passing. Putty is steady at the prices which have been in effect for some time.

TORONTO

TORONTO, Ont., Feb. 24.—Spring bookings this year are reported to be well ahead of those for the corresponding period of 1915, which is a satisfactory feature. The contemplated advances in ready-mixed paints had no doubt something to do with this, but the prospect of a good demand no doubt influenced retailers to cover for their requirements early. Some manufacturers are now booking at the advanced prices, but others are still working on the old schedule until March 1, when the higher prices will go into effect. There is a possibility of a further advance in paints before the season closes owing to the continued advance in raw materials. White lead may also take another jump, as pig lead is higher than at the time when white lead was last advanced.

The anticipated advance in gasoline and benzine has materialized, and the market is very strong. Another change in discounts for both sheet and plate glass is under consideration, and may be announced shortly. Linseed oil is firmer, but prices are unchanged, and turpentine is quoted at the same level as last week.

Linseed Oil Firm.—Prices of linseed oil are unchanged this week, but the market is firmer. The flax market is firmer at Winnipeg, but there is little seed moving. Prices of Argentine seed are steady, and it is reported that some seed has been shipped to New York, but the shortage of tonnage, which is getting more acute, will likely restrict shipments of seed from the Argentine. Business locally continues light, and quotations are firm at the same range as last week. The following prices are being quoted in Toronto for linseed oil:

	Raw.	Boiled.
1 to 2 barrels	$1.02	$1.05 per gal.
3 to 5 barrels	1.01	1.04 per gal.
6 to 9 barrels	0.99	1.02 per gal.

Turpentine Easy.—The market is slightly easier, but quotations are unchanged. The market is quiet and unchanged at Savannah, and there is very little turpentine being exported. As the new turpentine will be coming in about the end of March, and no great demand springing up before then, it is probable that the market will remain steady for some time. Stocks of turpentine locally are light, and business is quiet. The following prices are being quoted in To-

(Continued on page 50.)

B B

B B

Fortified Four-Square

Because — BRANDRAM'S B. B. GENUINE WHITE LEAD preserves buildings from all deterioration through

CLIMATE, Moisture and drought
TEMPERATURE, Degrees of heat and cold
INSECT LIFE and
THE RAVAGES OF TIME.

And on account of

THE UNIFORMITY of its quality
THE UNIVERSALITY of it reputation
THE STABILITY of its sales
THE MODERNITY of its advertising

the dealer in BRANDRAM'S B. B. GENUINE WHITE LEAD is strongly entrenched against serious competition in handling this White Lead.

B B

B B

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb........... 69
Pattern, lb. 64

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½—5% off; all other R. F. Short Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M. net; C. B. Caps, $2.95 per M net; Blanks, R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball

"Dominion" B. B. Caps, 45 and 5%; C. B. Caps, 40 and 2½%; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10%; Primers, 2½; brass shot shells, 45%; "Winchester" B. B. Caps, $2.95 M net; C. B. Caps, $3.08 M net; 22 short, black, 20 and 15%; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle, Ball, adv. 15½; Pistol and Rifle, Shot, 4; Military and Sporting, adv. 26½; Primers, $2.47½ net; Brass Shot Shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells! 27½%; 90 days net.

Shot, standard, 100 lbs., Toronto, $11.15; Montreal, $10.90; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 70%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz....... 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes, No. 2, doz. 9 75

Single bit, doz......	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

BELTING (Leather).

Extra, 40 and 10%.

Standard, 50%.

Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE..

	Montreal	Toronto
Single bbls., gal...	0 30½	0 30
Drums, gal.	0 28	0 28

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 57½%.
Carriage Bolts ($1), list, 7-16 in., 42½%.
Machine Bolts, ⅜ in. dia. and smaller, 57½%.
Machine Bolts, 7-16 in. dia. and larger, 47½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 47½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 42½%.
Coach and Lag Screws, 65%.
Skein Bolts, 60%.
Square Head Blank Bolts, 50%.
Bolt Ends, 47½%.
Plow Bolts, 47½%.
Elevator Bolts, 47½%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list, 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3c off list.
Nuts, hexagon, 3¼c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75%.
Tire bolts, 65%.

BORAX

Lump, Crystal Borax, lb.... 0 7¼

BRASS. Per lb.

Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz........ 4 80
3 sections, 5 ft., doz........ 6 00
3 sections, 6 ft., doz........ 7 20

BOILERS (Range).

30-gal. Standard, welded....$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 1—18" x 24"............. 6 60
No. 2—18" x 28"............. 7 20
No. 3—20" x 30"............. 7 80

BOARDS (Ironing).

Size 12x60 ins., doz......... 7 20
Size 14x60 ins., doz........ 8 40
Folding, 14x58 ins., doz..... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz.. 2 00
Folding, per doz. 3 50

BOARDS (Wash)

	Tin Plate	Zinc
	Per doz.	
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King ...	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced.	....	1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 63
Weighted, 20 lbs., per doz. 16 78
Weighted, 25 lbs., per doz. 20 25

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 50 and 5%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%.
Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto..	1 50	1 50
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English ..	17 00	21 00
Fire brick, Mm., low.	23 00	25 00
Fire clay, 2½-lb. tins, doz..		1 25

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.).. 0 22
Cement (in 5 and 10 gals.).. 0 23
Cement (in 2 gals.)......... 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross..	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross ...	....	0 20
Carpenter, white, gr..	0 65	....
Carpenter, blue, gr....	0 80	....
Carpenter, red, gr.....	0 80	....

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.
Proof coil, per 100 lbs., ¼, $7.85; 5-16, $6.50; ⅜, $5.75; 7-16, $5.55; ½, $5.35; 9-16, $5.35; ⅝, $5.20; ¾, $5.10; ⅞, $4.95; 1, $4.80.
Electric Weld Coil Chain—BB. 3-16 in., $10.45 per 100 lbs.; ¼ in., $7.15 per 100 lbs.; 5-16 in., $5.65 per 100 lbs.; ⅜ in., $4.60 per 100 lbs.; 7-16 in., $4.60 per 100 lbs.; ½ in., $4.60 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $12.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in....	41 00	40 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	44 00	43 00
Copper sheet, tinned, 14x60, 14 oz.	46 00	45 00
Copper sheet, planished, 14x60 base.	54 50	53 00
Braziers' in sheets, 6x4 base	43 00	42 00

CORD (SASH).

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR.

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.. 5 50

CRATES.

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES. Montreal

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	[illegible] 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 6 25
IX, 14x20 base 7 25
IXX, 14x20 base 8 25

CHARCOAL TERNE PLATES.

Dean or I G Grade—
1 C, 20 x 28, 112 sheets, 216 lbs., $10; 200 lbs., $9.75.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 5 25
20x28, double box 10 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 3¼ to 3½c per lb.

DRILLS.

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.

MADE IN CANADA

3 SPECIALS GUARANTEED TO GIVE EXCELLENT SERVICE

IMPERIAL GENUINE — The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS HEAVY PRESSURE — For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID — Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Moore's

House Colors

You will make steady customers out of a transient trade by selling

Moore's House Colors

because the quality and value make them want more.

These pure, ready-mixed paints have a good reputation from coast to coast—both painter and consumer are given the utmost in satisfaction.
Write for details re our exclusive agency proposition. It will be well worth your while.

MADE IN TORONTO, CANADA

Benjamin Moore and Co., Ltd.

WEST TORONTO, CANADA

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American ..	72½
Kearney & Foot, Arcade ..	72½
J. Barton Smith Eagle.....	72½
Disston Brand	70
McClellan Globe	72½
Black Diamond	72½
Delta Files	72½
Nicholson	72½
Globe	72½
Vulcan Brand	70—10

FITTINGS (IRON PIPE).

Montreal discounts: Canadian malleable, 32½%; bushings, 65%; flang d unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 60 and 10%; plugs, 65 and 5%.

London discounts: Malleable, 30 and 5%; bushings, 65%; plugs, 60 and 5%.

FIXTURES, STALL. Doz.

Hollow and pressed steel..	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 31
Drums	0 28½
Tank wagon	0 28

Toronto.

Any quantity, in bbls......	30½
Drums, 40-gal., per gal....	27½
Tank wagon	27

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15
Smaller sizes extra.

HALTERS (SNAP AND RING).

	Doz.
Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ¾-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs......	0 11

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........	0 82
Axe, No. 1 hickory, doz.....	2 04
Axe, 2nd growth, doz.......	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 30
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 65
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.......	$1 37	$1 16
5 in., doz. prs.......	1 66	1 24
6 in., doz. prs.......	1 81	1 38
8 in., doz. prs.......	2 46	1 85
10 in., doz. prs.......	4 35	3 04
12 in., doz. prs.......	5 40	5 00
14 in., doz. prs.......	6 16	5 36

London price figured net at 33 1-3%.

Light.		
3 in., doz. prs.......	0 43	0 43
4 in., doz. prs.......	0 51	0 47
5 in., doz. prs.......	0 60	0 55
6 in., doz. prs.......	0 72	0 64
8 in., doz. prs.......	1 06	0 76
10 in., doz. prs.......	1 49	1 02
12 in., doz. prs.......	2 55	1 91
14 in., doz. prs.......	....	2 34

Heavy tee and strap discount, 27½%.

Light tee and strap discount, 57½%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs...	5 50
Over r14 in., per 100 lbs....	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 & larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.40; "Sharp" No. 2 and larger, $1.60; "Sharp" No. 1 and smaller, $1.75. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft......	0 11
Corrugated, ¾ in., ft......	0 14½

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Coppered wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	3 00
Common bar, per 100 lbs.	2 45	2 75
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	3 00
Norway iron	5 85	5 20
Mild steel	2 80	3 00
Band steel	2 80	3 00
Sleigh shoe steel...	2 80	3 00
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	3 15
Toe calk steel	3 70	3 60
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.		0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17¼
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, net; Toronto, net.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$12 50
72x30, 26 gauge, case lots..	13 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy....	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy....	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
34 ft. to 44 ft.	18c ft.
46 ft. to 60 ft.	25c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz......	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby...	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD.

	Montreal	Toronto
Trail, 100 lbs., see weekly report.		
Lead Wool, 11c lb.		
Sheets, 3 lbs. sq. ft.	10 00	10 25
Sheets, 3½ lbs. sq. ft.	9 30	10 00
Sheets, 4 to 6 lbs. sq. ft.	9 75	10 00

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Power	"	7 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

The "C. P." on each can means—

More Sales—

Quicker Sales—

More Profits

Canada Paint

will be more than half sold to your customers and to practically every other paint user in Canada because our big and convincing consumer campaign will make them want the "C.P. Full Value" products.

All you need to do is to become a "full line" Canada Paint Agent and take advantage of *the complete selling service* that

Increases Profits

The first shot will soon be fired in our big campaign and far-sighted dealers who know a good thing when they see it are "linking up" their stores to get the full benefit. Now is the time for you to get our complete selling story.

Canada Paint Company, Limited

572 William Street, Montreal

Better heed the call to

"Get out and get under" the profits.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 49
Crescent, doz. 1 50
Crank wringing, doz. 5 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths. doz. 1 35

NAILS

Standard steel wire nails, Toronto, $3.15 base; Montreal, $3.30 base; London, $3.15 base; Collingwood and Owen Sound, $3.20 base.

Cut nails — Montreal, $3.10; Toronto, $3.20; London, $3.10.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.75, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

London, Hamilton, Montreal, Toronto.

10 per cent.

NETTING. POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING

Per rod

Invincible, 1640 .... 0 60
Invincible, 1848 .... 0 66
Invincible, 2060 .... 0 73
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 16 00
U.S. Navy (American)...... 15 25
New hemp (English) 10 50
U.S. Navy (English)....... 9 00
Plumbers (spun) 6 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 30	0 30
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 12¾c lb.
Brass, light, 11c lb.
Zinc, heavy, 15c lb.
Copper, heavy, 20¾c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 16¼c lb.
Compos. turnings, No. 1, 13½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 10½
Coarse, sewer, lb. 0 08½

PAPER, ETC.

O.K. Paper, per roll 0 95
Resin sized Fibre, per roll.. 0 44

Per 400 ft. roll

Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Good Luck Brand 0 64
Dry Fibre, Good Luck Brand 0 52
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 35
Sheathing, Shield Brand, tarred 0 43
Sheathing (Surprise) 0 40
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 .... ·30
Sulphate, Black Cat, tarred. 0 80
Sulphate, Black Cat, dry.... 0 60

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 75
Asbestos Bldg. 3 25
Tarred felt 2 45
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ and ⅜ in.	2 64	4 71
½ in.	3 32	5 14
¾ in.	3 91	6 38
1 in.	5 78	9 44
1¼ in.	7 82	12 77
1½ in.	9 35	15 26
2 in.	12 58	20 54
2½ in.	19 98	32 47
3 in.	26 01	42 46
3½ in.	31 28	51 06
4 in.	37 06	60 50
Lapweld		
2 in.	14 06	22 02
2½ in.	20 48	33 05
3 in.	26 78	43 22
3½ in.	32 20	51 98
4 in.	38 15	61 59
4½ in.	48 26	75 57
5 in.	56 24	88 06
6 in.	72 96	114 22
7 in.	99 96	153 50
8 in.x25 lbs. per ft.	105 00	161 25
8 in.x28 lbs. per ft.	120 96	185 76
9 in.	144 90	222 53
10 in.x32 lbs. per ft.	134 40	206 40
10 in.x40 lbs. per ft.	173 04	265 74

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 ft. Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ in. and ⅜ in.	2 58	4 35
½ in.	3 23	5 06
¾ in.	3 80	6 27
1 in.	5 61	9 27
1¼ in.	7 59	12 54
1½ in.	9 08	14 99
2 in.	12 21	20 17
2½ in.	19 31	31 88
3 in.	25 25	41 69
3½ in.	30 36	50 14
4 in.	35 97	59 41
Lapweld		
2 in.	$ 13 69	$ 21 65
2½ in.	19 89	32 47
3 in.	26 01	42 46
3½ in.	31 28	51 06
4 in.	37 06	60 50
4½ in.	46 99	74 30
5 in.	54 76	86 58
6 in	71 04	112 32
7 in.	97 58	151 13
8 in.x25 lbs. p. ft.	102 50	158 75
8 in.x28 lbs. p. ft.	118 08	182 88
9 in.	141 45	219 08
10 in.x32 lbs. p. ft.	131 20	203 20
10 in.x40 lbs. p. ft.	168 92	261 62

Montreal and Eastern List.

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.

7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER.

Paris, per bbl. 2 50

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 95	3 25
Heads, per 100 lbs.	3 20	3 45
Tank plates, 3-16 inch	3 25	3 55

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 60%.

Iron burrs, 60%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 30%.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ½-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.).... 2 45
2 ply R.R. 0 85
3 ply R.R. 1 10
2 ply R.R., complete in roll 1 35
3 ply R.R., complete in roll 1 50
Carpet felt 2 75 3 00
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 85
Ready 3-ply, Shield, per roll 1 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Excello, 1-ply $1 50
Excello, 2-ply 1 90
Excello, 3-ply 2 25
Jewel, 1-ply 1 00
Jewel, 2-ply 1 30
Jewel, 3-ply 1 60
Liquid roofing cement, per gal., in barrels 0 22
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05
Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 21
British Manila basis 17
African hemp basis 17
Sisal basis 13
Single lath yarn basis 13
Double lath yarn 13½
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 13½
Italian rope basis 29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in......... 0 26
¼ in. and larger 0 25

Sisal Clothes Line.

3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 63
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, net.

SCALES.

Imperial Standard ....25 p.c.
Champion ....40 p.c.
Steel weigh beams ....20 p.c.
Gurney Standard ....40 p.c
Fairbanks Standard Scales.25 p.c.
Crown Even Balance ......40 p.c.
Richelieu Union Scale ....40 p.c.
Dominion Platform Scales.40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $3, plus 30c $4.50, plus 50c for stamping; Champion 240-lb., $6.60, plus 50c $16.80, plus $1 for stamping; Champion 1200-lb., $19.80, plus $1 for stamping; Champion 2000-lb., $26.40, plus $1 for stamping; Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCRAPERS. Doz.

Medium $2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron, 35%; flat and round head, brass, 12½%; Filister head, iron, 25%; Fillister head, brass, 5%.

SCREWS

Discounts off Standard List

Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.
Wood, F. H., brass...... 0 50
Wood, R. H., brass......... 47½
Wood, F. H., bronze 45
Wood, R. H., bronze 42½
Drive screws 65 10 10
Set case hardened 65 10
Square cap 60 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 50	3 60
12 gauge	3 60	3 70
14 gauge	3 35	3 45
16 gauge	3 40	3 50
18-20 gauge	3 55	3 50
22-24 gauge	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square...... 12 50
20 gauge, per square...... 9 75
22 gauge, per square...... 8 50
24 gauge, per square...... 7 15
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

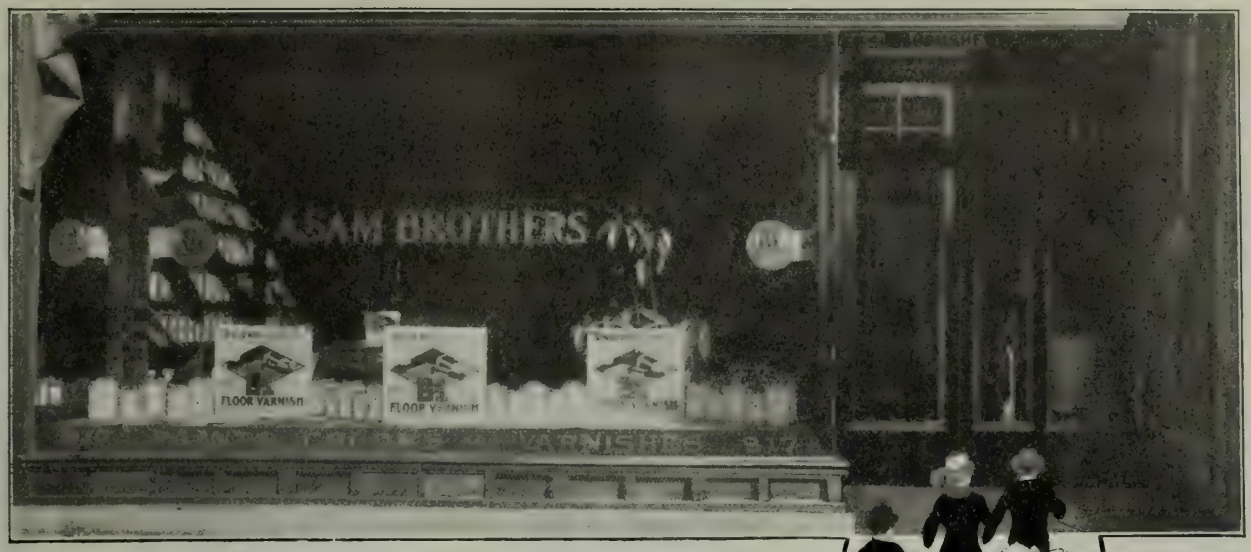
B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 20
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.90; U.S. No. 28, $6.65; U.S. No. 26, $6.40; 22 and 24 gauge, $6.15; 18 and 20-gauge, $5.95; 16-gauge, $5.75; 14-gauge, $5.55.

Colborne Crown — 16-20 gauge, $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 70
18-20 gauge	5 75	5 80
22-24 gauge	5 85	5 95
26 gauge	5 95	6 10
28 gauge	6 45	6 30
10¾ ozs.	6 75	6 50

Add 25c for less than case lots.



P&L Magazine Advertising Brings the Buyers to this Dealer's Store

AS if they literally stepped out of the pages of the magazines right into the store, is the experience of Mr. McMullin, Manager of the Paint Department of Asam Brothers, Philadelphia. Recently he was asked by a special writer of the "Painters' Magazine and Paint and Wall Paper Dealer": "Do you really believe that all the national advertising which has been done by the manufacturers has benefited either jobbers or retailers?" Mr. McMullin replied: "Well, I'll answer that question from my experience in this store. After the Saturday Evening Post or some other large circulating medium has run an advertisement on Pratt & Lambert Vitralite, for example, *we always* notice an increased demand — were we to market a brand of our own and try to market it as a substitute for a nationally advertised product, we would have a hard time."

Make your varnish selling problem easier by handling Pratt & Lambert Varnishes, the most widely advertised line of varnishes, proven by space used and money expended for magazine advertising.

Write For Complete Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc.
24 Courtwright St.
Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 37 cents.

SOLDER, WIPING.
Guaranteed 0 27
Acme 0 23
Commercial 0 23½
Easy 0 23
Star Extra 0 24¾
Strictly wiping 0 25

SPOUTS
Warner Malleable Winged Shank, per 1,000 ....$18 00

SPELTER
See weekly report.

STAPLES Per cwt.
Montreal Toronto and London
Fence staples, galv., in kegs 4 35
Fence staples, galv., 25 lb. boxes 4 50
Fence staples, bright, in kegs 3 50
Fence staples, bright, in 25-lb. boxes 3 75
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lbfl kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each.. 3 75
Ontario, 4-passenger, each.. 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each........9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount 80 and 20%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount 80 and 20%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount 80 and 20%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round
Size in girth Per 100 feet
8 in. $3.80
10 in. 4.24
12 in. 5.01
15 in. 6.88
18 in. 8.80
12 cents extra for round head.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb.)
600 ft., per lb.) 1916 prices
500 ft., per lb.) not issued.
500 ft., per lb.)
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb. Montreal	Toronto
5-ply and up.......		0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.
100 ft., 1½ in. 12 70
100 ft., 2 in. 12 10
100 ft., 2¼ in. 13 30
100 ft., 2½ in. 15 50
100 ft., 3 in. 16 05
100 ft., 3½ in. 19 80
100 ft., 4 in. 25 30

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 33
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.

WARE, JAPANNED.
Colored, 35%. Coal hods, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10. 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, 20%.
English pattern, 20%.
Galvanized washtubs, 20%.
Galvanized coal hods, 12½%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 35%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 25%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths, 6 feet to 11 feet, discounts 5%; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.
Montreal: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $4.50; No. 19, $4.75.

WIRE CLOTHES LINE.
No. 17, 7-strand, $5.30; No. 18, 6-strand, $3.75; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.40; No. 14, $3.45; No. 15, $3.55; No. 14, $3.60.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.45 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt. Montreal
Barb 4 50
No. 9, coil spring 4 15
No. 9, plain galv. 4 10
No. 12, plain galv. 4 30
No. 13, plain galv.......... 4 35
O. & A., No. 10 .... 3 61
O. & A., No. 11 .... 3 67
O. & A., No. 12 .... 3 75
F.o.b. London: Barb, $3.85; No. 9, gal., $3.50; No. 12, gal., $3.65; No. 13, gal., $3.75; No. 9, coil spring, $3.55.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt.
No. 12 ....$ 3 75
No. 13 .... 3 85
No. 13½ 3 90
No. 14 .... 4 00
No. 15 .... 4 20
No. 16 .... 4 40

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 62 75
Bicycle, 11 in. 56 25
Daisy No. 2 .... 63 00
Dairy No. 1 .... 57 75
Maple Leaf No. 2 .... 51 00
Maple Leaf No. 1 .... 51 00
Sun 42 00
Less 15 per cent.

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—MOP.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 31	0 31
Part cask	0 31½	0 31½

CANADA Brand PURE PAINTS
Quality Guaranteed

CANADA Brand FLOOR PAINTS
Surpassed by none

JAS-PER-LAC SPECIALTIES
The Present-Future Finish

JAS-PER-ITE VARNISHES
The Present-Future Varnish

4 Big Sellers

Ottawa quality and service appeals very strongly to practical painters everywhere.

It is a wonderful good paint, yet our spendid manufacturing facilities enable us to sell it at a very popular price.

See what a really good line it is by giving it a trial.

Write for proposition.

THE OTTAWA PAINT WORKS
TORONTO OTTAWA CANADA VANCOUVER
Toronto Branch: 153 Duchess Street

Are You Buying Your Dry Colors in Canada?

Reds
Greens
Yellows
Blues
Paris Green

These colors are manufactured in our Montreal factory.

The quality is unsurpassed and the prices are right.

The Allan Munro Color Co., Limited
41 Britannia Street, Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $14 10
Weighted, 20 lbs., doz. ... 16 89

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 30
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs... 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 .... 0 02
Drop black, pure dry 0 20
Golden ochre, 100 lb. kegs 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White ... 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel... 1 90
Jas-per-lac art enamel ... 3 10
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

GLUE Per lb.

French medal 0 16
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1280 .... 0 18
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Incnes.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 and 10 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 85
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 10 per cent.

GLASS, PLATE.

Montreal:

Country discount, 35% off list, delivered.

City discount, 35% off Toronto.

Country discount, 35% off list, delivered.

City, 35% off list.

GLAZERS' POINTS.

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine, $12.60 Montreal and $12.75 Toronto in less than ton lots. Ton lots less 5%.
James Genuine, $12.75 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$11 30	$11 45
C.P. Co. Decorators Pure	11 30	11 45
Crown and Anchor	11 30	11 45
Elephant Genuine	11 60	11 75
Green Seal	11 30	11 45
Moore's Pure White Lead	11 30	11 45
O.P.W. English	11 55	11 70
O.P.W. Decorators Pure	11 30	11 45
Painters' Perfect	10 85	11 00
Ramsay's Pure Lead	11 30	11 45
Ramsay's Exterior	10 75	10 95
Tiger Pure	11 30	11 45

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. .. 10 50 11 00
Genuine, 100-pound kegs, per cwt.... 10 87½ 11 50
Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1 lb. pkgs.	$33 50	$19 00
2 lb. pkgs.	....	16 00
5 lb. pkgs.	29 50	12 00
25 lb. pkgs.	24 00	11 00
100 lb. pkgs.	22 50	9 75
200 lb. kegs	....	9 60
300 lb. kegs	....	9 25
600 lb. casks	....	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

Per gallon (in quarts)

Brandram-Henderson's "English" $2 30
Benjamin Moore's "Egyptian" Brand 1 45
Canada Paint Co.'s Pure.... 2 45
Elephant 2 15
Fresco Tone 2 20
High Standard, White 2 45
High Standard, Colors 2 50
Jamieson's Crown and Anchor 2 00
Jamieson's Island City 2 05
Martin Senour 100% Pure... 2 20
Minerva 2 20
Mellstone, gal. 2 20
Lowe Bros. Hard Drying Floor, gal. 2 05
Moore House Colors 1 85
O.P.W. Canada Brand, Pure 2 00
O.P.W. Canada Brand, Floor 1 90
O.P.W. Canada Brand, Flat Wall 2 10
Ramsay's Pure 2 10
Ramsay's Thistle 1 60-1 70
Stephens' House Paint (Wpg.) 2 25
Stephens' Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 10
Senour's Porch Paint 2 30
Sherwin-Williams 2 30
Flat tone 2 20

PARIS, PLASTER.

Per bbl. 2 25

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums	2 75	2 85
Bulk, 25-lb. drums	2 85	2 95
Bladders, in bbls.	3 15	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz...... 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75
O.P.W. Presto 2 25

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros....$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 30
Sun Varnish Stains 2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co.'s Sun Varnish ... 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite floor finish 2 25
Jas-per-ite exterior finishing. 2 25
Jas-per-ite pale hard oil ... 1 00
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry white 4 50
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var ... 2 30
No. 1 Furniture Varnish.... 1 25
Pure White Shellac Varnish 1 90
Pure Orange Shellac Varnish 1 75
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Watproof Floor Finish 2 50
Sun-Spar Varnish 4 00
C P W Sun Varnish........ 2 25

WATER PAINTS.

Opalite, 300 lb. bbls...... 0 12
Opalite, 100 lb. kegs...... 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg. 0 35
Coralite, 5-lb. pkgs. 0 04

WASTE (POLISHING).

Cream 0 16½

WASTE, WHITE WIPING.

XXX Extra 0 15¼
X Grand 0 14¼
XLCR 0 13¼
X Empire 0 12¼
X Press 0 11¼

WASTE, COLORED WIPING.

Fancy 0 10½
Lion 0 09½
Standard 0 08¾
Popular 0 07¾
Keen 0 06¾

WASTE, WOOL PACKING.

Arrow 0 20
Axle 0 15
Anvil 0 11
Anchor 0 09

WIPERS, WASHED COTTON.

Select White 0 09
Mixed Colored 0 07
Dark Colored 0 05½

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax 0 30
Ronuk Floor Wax, lb..... 0 65
Berry Bros. 0 37
Anchor 0 32
O.P.W. Lion Brand 0 30
Old English 0 41
Johnsons 0 41
Dark Colored 0 06

WHITING.

Paris white 1 50
Plain, in bbls. 1 25
Gilders, bolted, in bbls..... 1 40

Per 100 lbs.

Put One On Your Counter

Each box contains twelve quarter-pint tins to retail at 25c each—also put up in all the regular larger sizes.

It will bring you sales and repeats.

For any purpose where a varnish is required it is ideal.

Whether it be for Floors or Pianos the user will be delighted with the results obtained.

UNIVERNISH makes

Sure Sales — Sure Profits — Sure Friends

WRITE NOW FOR DETAILS

Manufactured only by

THE DOUGALL VARNISH CO., Limited, Montreal

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 9 00
Shot, soft, per cwt., $11.90; chilled, $13.10; buckshot, $13.05; ball, $13.10.

ANVILS.
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
Standard, 50 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb: cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 47½%; 7-16 and larger, 32½%; machine, ⅜ and under, 47½%; 7-16 and over, 37½%; machine set screws, 55%; plough bolts, 37½%; nuts, small lots, net list; case lots, 2½½c per lb. off; stove bolts, 70%; sleigh shoe bolts to ⅜, 37½%; 7-16 and up, 32½%.
Above prices under revision. See weekly report.

Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25. 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½. $4.50; 9-16, $4.50; ⅝, $4.40; ¾. $4.25. Logging. 5-16, 6¼c; ⅜. 5¼c; tie out, 75%.

CHURNS.
Barrel, No. 0, $5.40; No. 1. $5.40; No. 2, $6; No. 3, $6.60; No 4, $7.80 each.

CLEVISES, MALL. 6½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 50c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith. ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft.. $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft.. $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10. 5; Colonial, 50, 17½; white, 70, 2½: diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 57½%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 55%.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng...	6 75	6 75
28 Am. or 26 Eng....	6 50	6 50
26 Am. or 26 spec...	6 20	6 20
24 Am. and Eng....	5 80	5 80
22 Am. and Eng.....	5 70	5 70
18 20 Am. and Eng..	5 50	5 50
16 Am. and Eng....	5 35	5 35

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $10.90, $11.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.11; boiled, per gal., $1.14.
These prices are for barrels Less amounts 5c per gal. extra. with additional charges for cans etc.

MATTOCKS.
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.35 base; Winnipeg, $3.75 base. Cut. f.o.b. Winnipeg, $3.85.

NAILS, HORSE.
Capewell, 10 per cent. off list

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $5.04; ½, $5.85; ¾, $7.20; 1, $10.80; 1¼, $14.40; 1½, $17.10; 2, $23.40; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜, $3.11; ½, $3.87; ¾, $4.59; 1, $6.75; 1¼, $9.18; 1½, $10.89; 2, $14.67; 2½, $20.70; 3, $27; 3½, $32.40; 4, $38.70; 4½, $47.70; 5, $55.80; 6, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per bbl., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in.. $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. irons, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 50 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SCYTHES Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 05
14-16 gauge	4 00
17-24 gauge	4 25
26 gauge	4 35
28 gauge	4 50

SHOVELS AND SPADES
Shovels (polished) Fox and Olds $7.70; Bulldog and Jones, $9.05; Black, 50c. per doz. less; Spades same as shovels. Scoops, Black Cat, No. 6, $9.00; No. 8, $9.60; No. 10, $10.25. Jones socket scoops, No .6, $9.87; No. 8, $10.40; No. 10, $10.90. Moose scoops, No. 6, $9.87; No. 8, $10.20; no. 10, $10.92.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95, ½, $3.90.

STAPLES
Bright wire, per cwt., $3.35 at Fort William; $3.75 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $4.05; 17 to 24 gauge, $4.25; 26 gauge, $4.35; 28 gauge, $4.50.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in. $4.35; ⅞ in., $4.25; 1 in., $4; 1⅝ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	11 75
20 x 28 I.X.	14 00
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 91e.

VISES
Peter Wright's solid box vises 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 10c.

WARES
Galvanized, heavy, 25, 12½%

WASHERS
Iron, small lots, 30 per cent.: full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $12.05; small lots, $12.35.

WIRE, BARB
Lyman 4-point, $3.30 f.o.b. Fort William, $3.55 Winnipeg; Glidden Cattle, 2 pt., $3.15 Fort William, $3.40 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $3.05 Fort William, $3.35 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9 Fort William, $3.65; Winnipeg, $3.95; coil spring, No. 12, Fort William, $3.85; Winnipeg, $4.15; No. 9, $3.60 Fort William, $3.90 Winnipeg. Plain galvanized, No. 12, $3.80 Fort William, $4.10 Winnipeg
Patented screen, in 100-ft. rolls $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.45 Winnipeg; $4.05 Fort William.
Brass snare wire, per lb., 45c

WIRE, ANNEALED
0-9, 3.85; 10, $3.91; 11, $3.97; 12, $4.05; 13, $4.15; 14, $4.25; 15, $4.40; 16, $4.55.

WIRE (STOVEPIPE)
18 and 19 gauge, 6c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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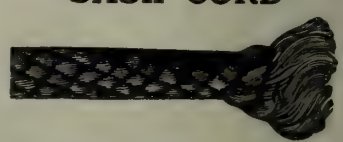

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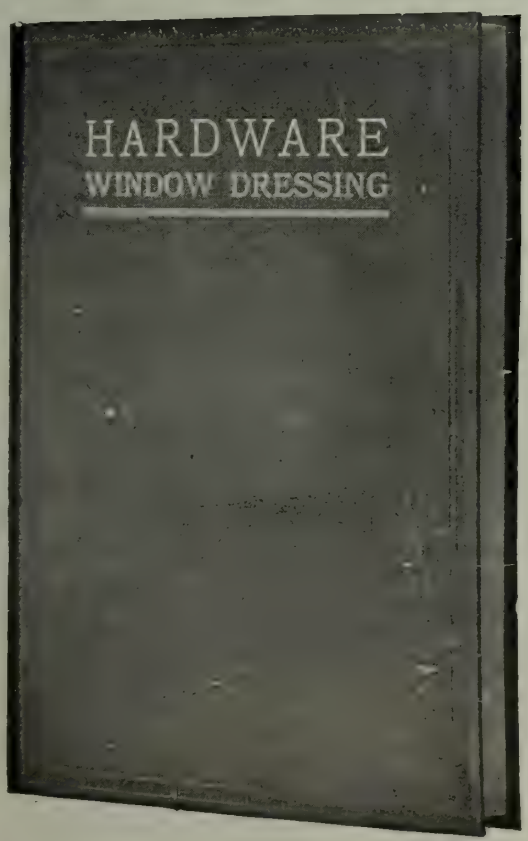

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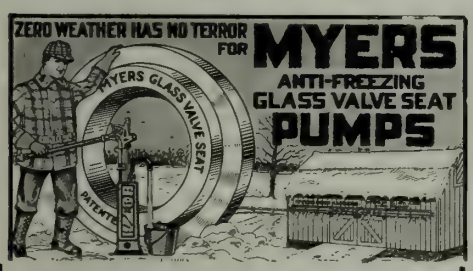

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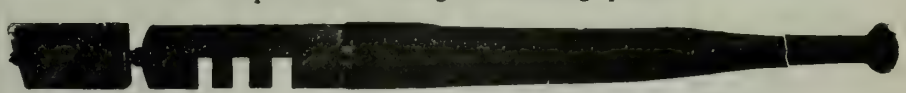

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Ironing Boards
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
W. R. Bate & Co., Toronto.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Geo. Wostenholm & Sons, Sheffield, Eng.

Knurling Tools
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor,
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lanterns
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Lanterns, Gasoline
National Stamping & Electric Wks., Chicago, Ill.

Latchets
The Stanley Works, New Britain, Conn.

Lawn Fencing
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Stratford.

Lawn Swings
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Turpentine Producers Agency, Toronto.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winipeg, Man.

Lockers
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford,

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedler People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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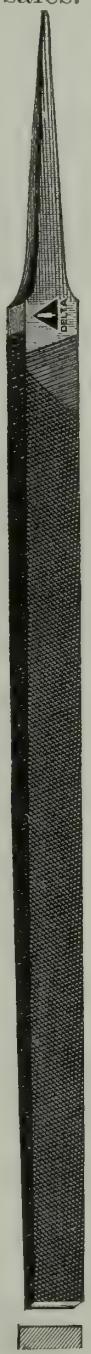

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Collins Mfg. Co., Toronto.

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The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.

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Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
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F. E. Myers & Bro., Ashland, Ohio.

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Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Jas. Hutton & Co., Montreal.
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Geo. Wolstenholm & Son, Sheffield, Eng.

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Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

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Brandram-Henderson Co., Montreal.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
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Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.

Roofing
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

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Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Simonds Canada Saw Co., Montreal.

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E. C. Atkins & Co., Hamilton.
Simonds Canada Saw Co., Montreal.
Aylmer Pump & Scale Co., Aylmer.
Victor Saw Works, Hamilton, Ont.

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John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Doors and Windows
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wolstenholm & Sons, Sheffield, Eng.

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O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.

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Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

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Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.

Spark Plugs
Henricks Magneto & Electric Co., Indianapolis, Ind.
Interstate Electric Novelty Co., Toronto.

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Horton Mfg. Co., Bristol, Conn.
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Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stairs, Wood
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Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

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Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

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Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.

Tinware
Soren Bros., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Tools
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio.

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Sweeper Vac. Limited, Montreal.

Varnishes; See Paints
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ottawa.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
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Suppliers of Bulk Blacks to the highest class Grinding Trade.
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FOR HIGH SPEED
Try It.
FOR HEAVY PRESSURE
Every Pound Guaranteed.
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It's Made of Heavy Open Hearth Steel Wire
with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.
You can sell our fence with a clear conscience and make money, too.
Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.
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Write for Sample and Price.
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SHEFFIELD, ENG. LIMITED
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
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GRANTED 1682.
SOLE AGENTS FOR CANADA
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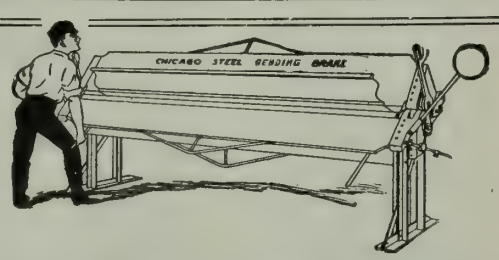
MONTREAL

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS, RIVETS, NUTS and WASHERS
BOLTS
Orders Filled and Shipped Immediately
London Bolt & Hinge Works
LONDON, CANADA



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Are the most economical, most accurate and have the most simple working arrangements of any brake made.
WRITE FOR CATALOG AND FULL PARTICULARS.
The Steel Bending Brake Works Ltd., Chatham, Ont.

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Metallic Roofing Co., Toronto and Winnipeg.
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Wheeler & Bain, Toronto.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd.. Hamilton.

Vulcanizers
Adamson Mfg. Co., Hamilton.

Wall Plaster
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

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Cummer-Dowswell Ltd., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.

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The Maytag Co., Ltd., Winnipeg, Man.
Schultz Bros. Co., Ltd., Brantford, Ont.

Wagon Jacks
Richards-Wilcox Canadian Co., London, Ont.

Washers
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Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing
Pedler People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Wheelbarrows
Schultz Bros., Co., Ltd., Brantford, Ont.

Whisks
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Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

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G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

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Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
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Wringers
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
The Maytag Co., Ltd., Winnipeg.
Walter Woods & Co., Hamilton.

A STRAIGHT TALK FROM THE MANAGER

No. 34

Mr. Billings, of the Windsor Hardware Co., Windsor, Ont., is using Hardware and Metal in a way that makes his subscription pay him fabulous dividends.

While attending the Convention in Toronto this week, Mr. Billings told of the money he made by placing big orders for iron pipe when Hardware and Metal predicted an advance. "We had been in the habit of buying pipe just as we needed it," he explained, "but, when I began studying Hardware and Metal's market predictions, I saw where we were making a mistake. So when I read that an advance was expected in iron pipe, my partner and I immediately made up a specification and sent it to the manufacturers."

"Sure enough the price went up, just as Hardware and Metal had predicted and, if we hadn't bought just when we did, we would have been out a good many dollars."

"We have had a number of similar experiences, but our profits on that one deal will pay our subscription to Hardware and Metal for years to come."

Hardware and Metal is a business paper published by business men for business men, and its one object is to promote the prosperity of the Canadian hardware trade. As a hardwareman you should read every page of every issue, with the idea of making every page a profit-producer.

J. G. L.

"No more misses within shooting distance; no more long tramps after wounded animals. I can now go out with the satisfaction of knowing that if I hold the gun true I can kill any of our animals as far as I can see to hold a rifle. And I want to tell you another thing, you hold the gun better and shoot better when you have the confidence that the Ross inspires."

Ralph Edmunds,
Lawyer
Idaho Falls, Idaho.

This extract is only one among many. We are continually receiving letters from hunters and sportsmen from all parts of the world, who have no words too enthusiastic to picture their experiences with the Ross .280 Sporting Rifle.

The Ross .303 Models also offer special advantages. They are powerful, accurate and use the easily procurable .303 British Ammunition. Dealers find these rifles very popular and good sellers.

In placing your order for Ross Rifles do not forget the .22 Cadet Model. It is a well built, reliable and accurate rifle, and is in great demand for indoor target shooting.

For catalogues, discounts, etc., address

ROSS RIFLE COMPANY - Quebec

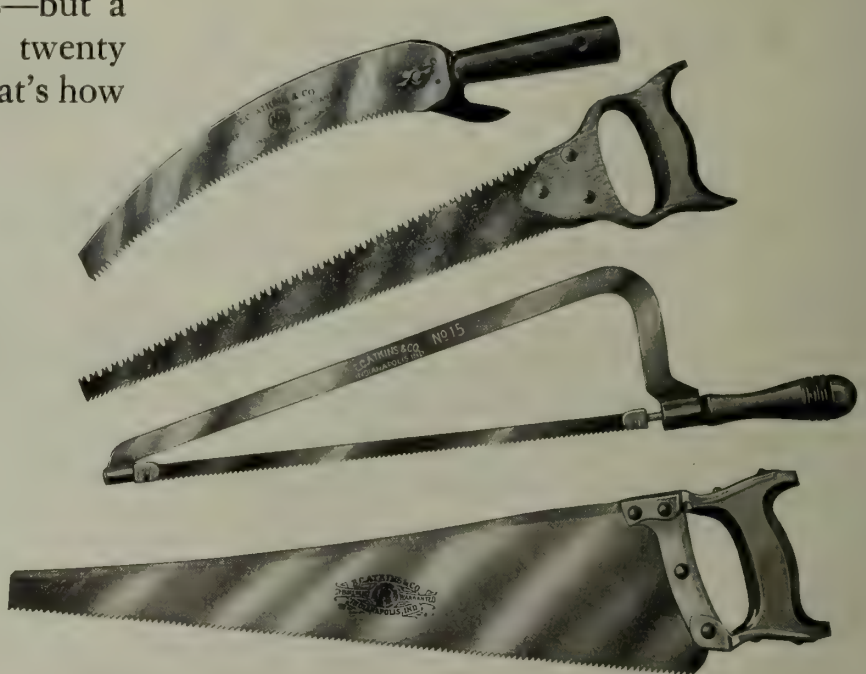
ATKINS' PRUNING SAWS

Just one of our Specialties—but a big one. We make over twenty styles of Pruning Saws. That's how thorough we are.

The Profitable Saw Line

Highest quality. Original designs. Exclusive advantages that make ATKINS' SAWS worth more to the lover of fine tools and pay you a better profit.

Write to-day for our complete book on Saws. Mention catalog "H.M." and be sure to get the right one.



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Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

Conductor Pipe, Gutter, Ridge, Valley, Nosing, Conductor Elbows, Hold Fasts, etc.

Special prices on application

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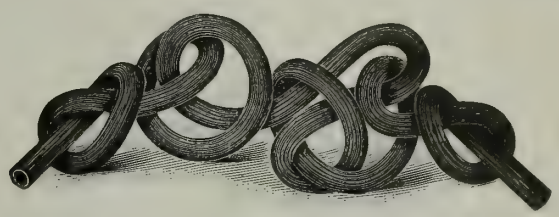
The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



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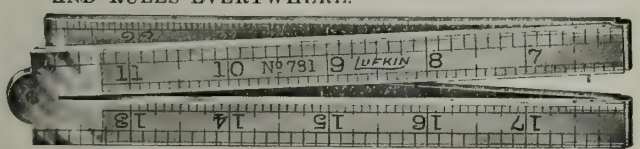
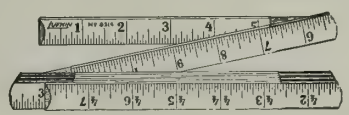
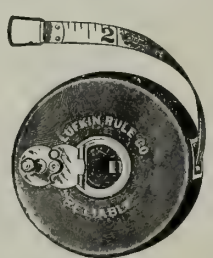
These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.







Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Thirty-Seven

The sap will soon be running, then the bluebirds, robins and orders for outside work.
How about the Sheets you'll be needing badly? If your jobber says he can't quote now, tell him to "wise up" to the best of all—"PREMIER" Made-in-Canada GALVANIZED STEEL SHEETS.

TINKER TOM.

Look for Talk No. Thirty-eight next week.

(85-V)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

THE above interior view is one of the 17 illustrations in four colors that appear in our new edition of "Homes, Healthful and Beautiful." Every dealer now handling Alabastine, or who will put in a stock this season, can have a free copy for use on his counter, to show customers that Alabastine is the simplest and most effective means of interior decoration. We have many other effective advertising helps for the wide-awake dealer. Get in line for your share of this desirable business. Alabastine has greatly improved quality—is supplied you on the same base as for 30 years—takes the place of paints and paper that are rising rapidly in cost. Dealers can insist on getting the full list price, 50 cents per 5 lb. package, making Alabastine a very profitable line to carry.

The Alabastine Co., Paris, Limited

HARDWARE AND METAL

Vol. XXVIII No. 10 PUBLISHED EVERY SATURDAY SINCE 1888 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA March 4 1916

THE WINNERS USED IN EVERY SHOP WHERE ECONOMY AND EFFICIENCY ARE PRACTICED

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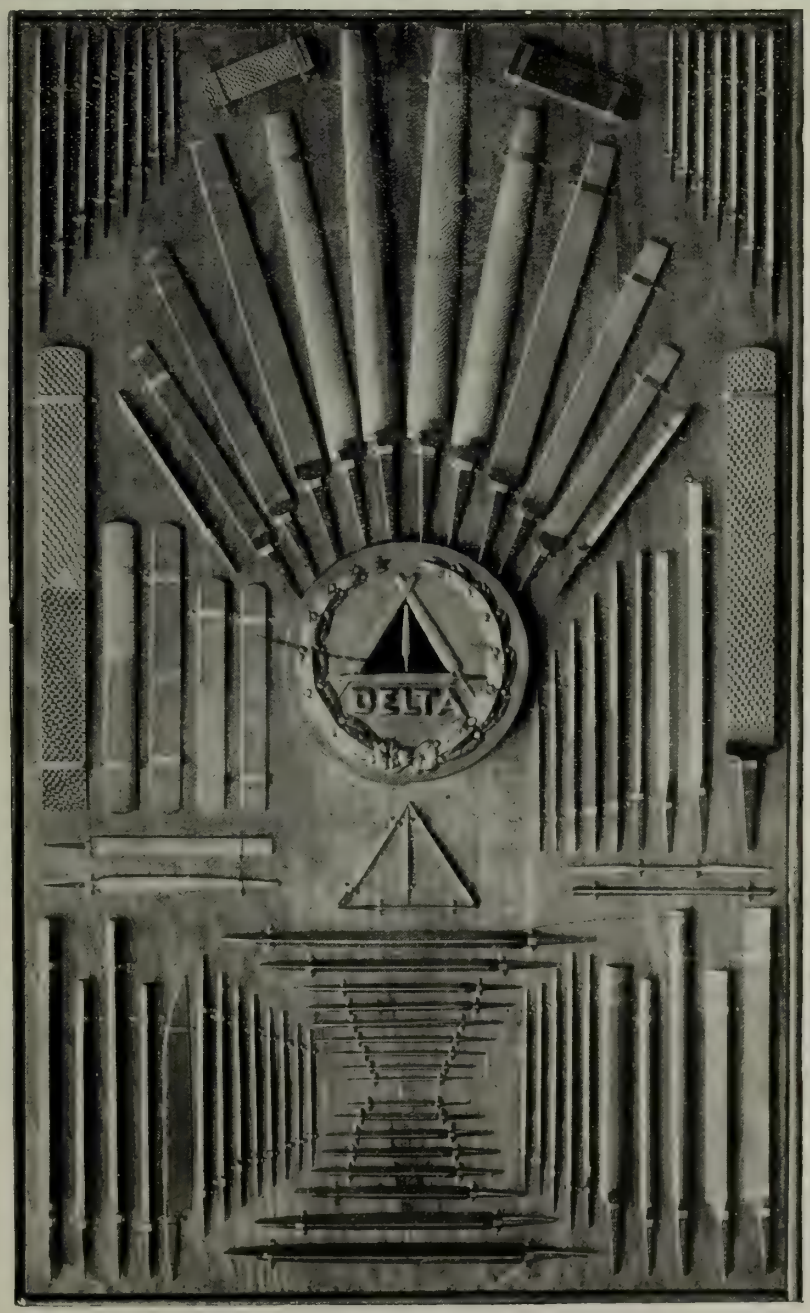

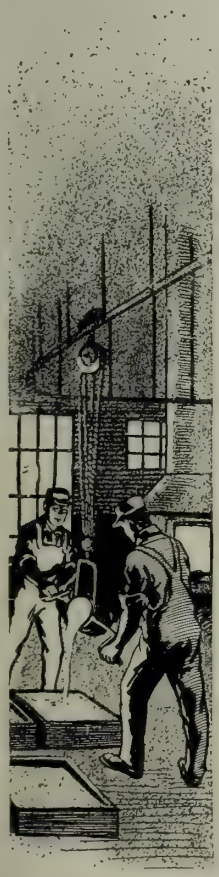

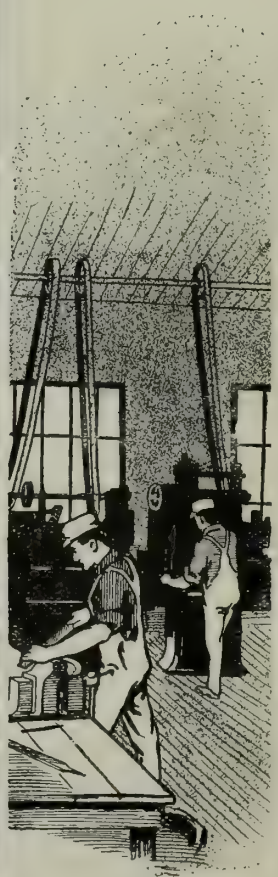

THE FILE YOU WILL EVENTUALLY USE—AS PERFECT AS WILL AND SKILL CAN MAKE—CLEAN, STRONG, SHARP TEETH

DELTA FILE WORKS

PHILADELPHIA, U.S.A.

USED IN EVERY SHOP WHERE ECONOMY AND EFFICIENCY ARE PRACTICED

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WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

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Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

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We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Are You Using This Carborundum Sales Help?

WHY not let this Carborundum Razor Strop Display Hanger become your salesman? Hang it in your display window and watch your razor strop sales increase. The hanger is beautifully lithographed in eight colors and has twelve hooks from which to display razor strops. This display rack is furnished free to any dealer with the purchase of any assortment of twelve strops.

In taking your inventory, be sure that you have a good supply of Carborundum razor strops. Made from soft, velvety horsehide. The finest Carborundum powder is rolled into the corrugated side, thus giving both a sharpening and finishing strop.

Ask about our other free display offers

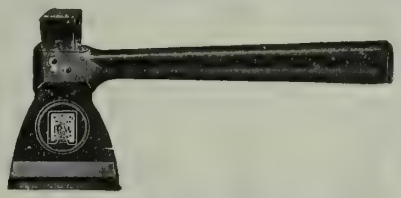
THE CARBORUNDUM COMPANY
Niagara Falls, N. Y.

R-W No. 400 TUBULAR FRAME GRINDSTONE

Ball Bearing Axles and Pedal Rods. Adjustable Seat. Genuine Berea Grit. Will do more work with less power than any other stone.

The Line:

No. 300 Cycle, No. 400 Victor, No. 015 Rural Power Stone, No. 320 Kitchen Grindstone.



Where else can you buy a good Hatchet to sell for 40c.? Handle will not crack. Head can't fly off.

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For Drilling Stone, Brick and Cement

Self-centering cutting edge. Highest grade crucible tool steel. Upset and forged to allow proper degree of clearance on the blades to prevent choking. Every drill guaranteed.

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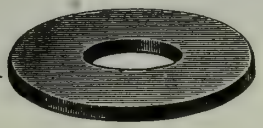
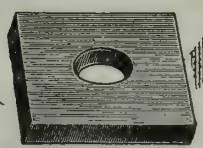
Richards-Wilcox
Canadian Company, Ltd.
London, Ontario.

Wrought and Steel Plate WASHERS

of all descriptions





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Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

UNIVERSAL

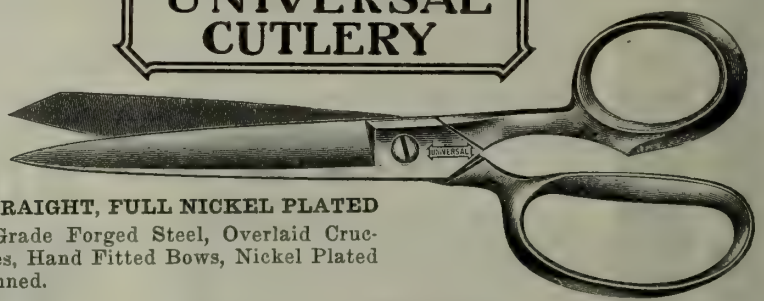
The Million Dollar Name Saves Time in Selling "Universal" Cutlery

UNIVERSAL SHEARS

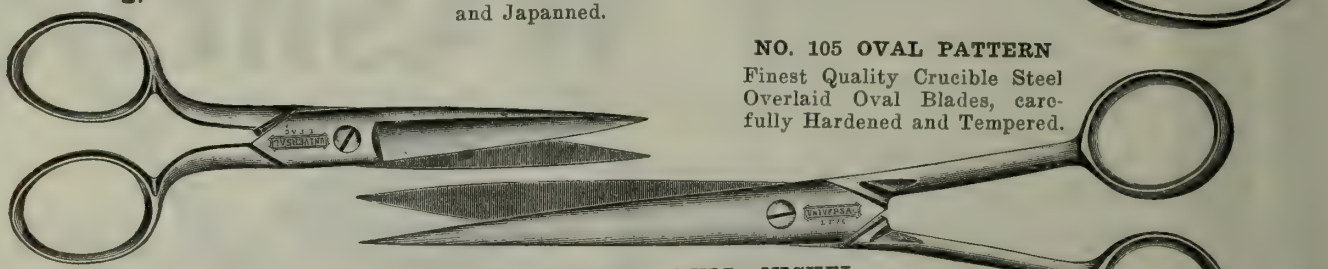
Sharp When They're New—Sharp When They're Old

Perfectly tempered and ground, matched to such a degree of fineness that they never hack the cloth but cut cleanly the heaviest fabrics or the sheerest silks. They may be sharpened and resharpened and a perfect cutting edge will always result.

UNIVERSAL CUTLERY



NO. 20 STRAIGHT, FULL NICKEL PLATED
Highest Grade Forged Steel, Overlaid Crucible Blades, Hand Fitted Bows, Nickel Plated and Japanned.

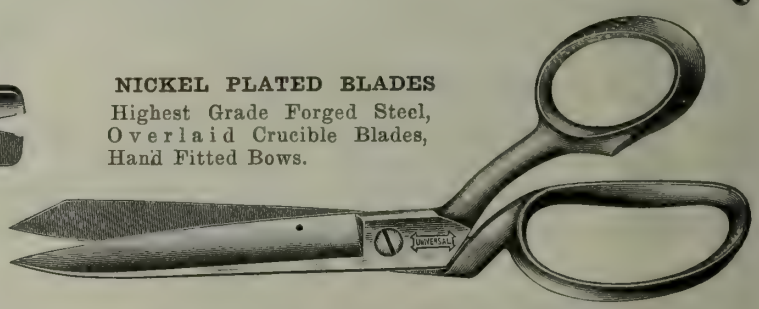


NO. 105 OVAL PATTERN
Finest Quality Crucible Steel Overlaid Oval Blades, carefully Hardened and Tempered.

NO. 55 FRENCH PATTERN, FULL NICKEL PLATED
Finest quality Crucible Steel, Overlaid Beveled Blades, carefully Hardened and Tempered.

NO. 95 FLAT PATTERN
Finest quality Crucible Steel, Overlaid Flat Blades, Carefully Hardened and Tempered.

NICKEL PLATED BLADES
Highest Grade Forged Steel, Overlaid Crucible Blades, Hand Fitted Bows.



LANDERS, FRARY & CLARK, New Britain, Conn.

A. McFARLANE & CO., Limited, MONTREAL, Canadian Representatives

There is a great shortage in all these lines. We have them. Order early for immediate shipment.

Syrup Testing Thermometer

No. 5952

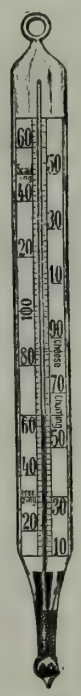
Syrup Hydrometer

No. 7226A

Glass Floating Dairy Thermometer

No. 5710

Glass Floating Dairy Thermometer



No. 5720

Glass Floating Dairy Thermometer

No. 306

WE SHIP PROMPTLY

Between the Visits of our Salesmen, please send us your Mail Orders.

WE FILL ORDERS COMPLETE.

LEWIS BROS., LIMITED

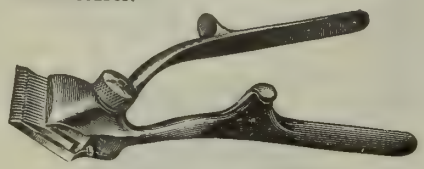
SHELF AND HEAVY HARDWARE ROOFING, GLASS
PAINTS
SPORTING GOODS AND CUTLERY

MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

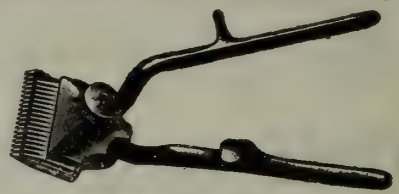
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

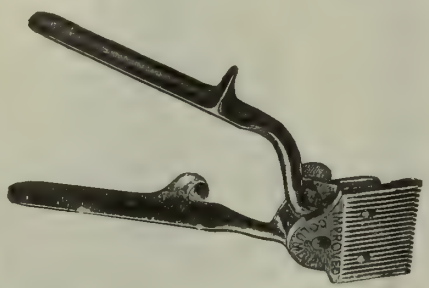


STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.

No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



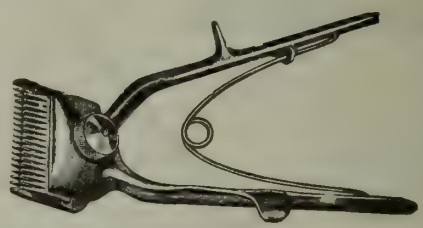
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



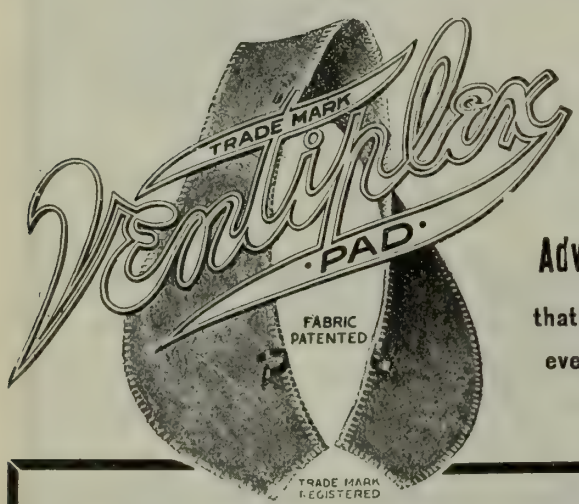
IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.



Advantages that appeal to every horse-owner

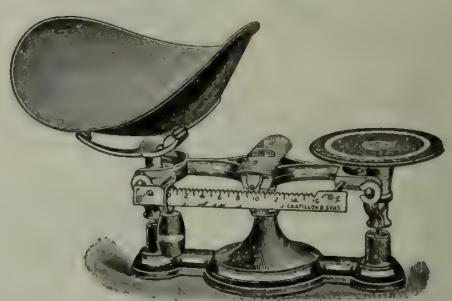
When you sell a horse-owner Ventiplex goods you sow the seeds for more business, because Ventiplex Housings—Sweat Pads—and Saddle Blankets will give your customer the satisfaction that creates confidence in the goods you sell.

The use of Ventiplex goods will absolutely prevent gall sores. Easily washed, and will retain their shape.

Place your order to-day.
There's a splendid profit.

Burlington Windsor Blanket Co., Ltd.
793 King St. W., TORONTO, ONT.

RELIABLE HOUSEHOLD SCALES



Indispensable in every up-to-date kitchen. Useful every day in the week, and every week in the year, and those who use them know what a convenience they are.

Accurate, durable and very moderate in price.

The quality and extensiveness of our line enables us to meet all requirements and give highest satisfaction.

Do you carry them? If not, ask your jobber for particulars, or write for descriptive catalogue.

JOHN CHATILLON & SONS
85 Cliff Street New York City
Scale Makers Since 1835

Genuine **STARRETT** Quality
The most uniform **HACK** saws on the market
We make the proper **SAW** for any work you have
All our **BLADES** guaranteed

STARRETT saws cut quicker and last longer. A Starrett Saw is made for every purpose. Experience has proven that over 80% of the hack saw troubles are caused by using blades for work for which they were never intended. Recommend the blades indicated in the Starrett Catalog when selling hack saws; they will give satisfaction and bring you many regular customers.

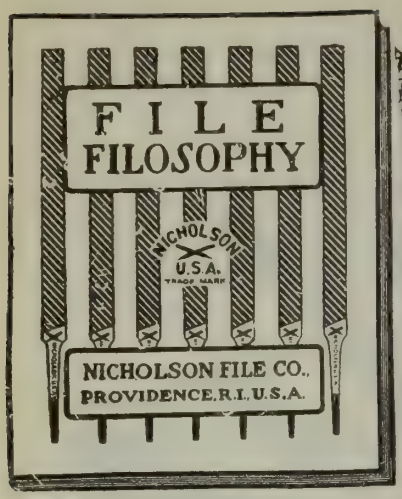
Remember the name, "**Starrett**"

Ask for free catalog No. 20-MA of Hack Saws and Fine Mechanical Tools.

THE L. S. STARRETT COMPANY
"The World's Greatest Tool Makers"
ATHOL, MASS., U. S. A.

New York Chicago London

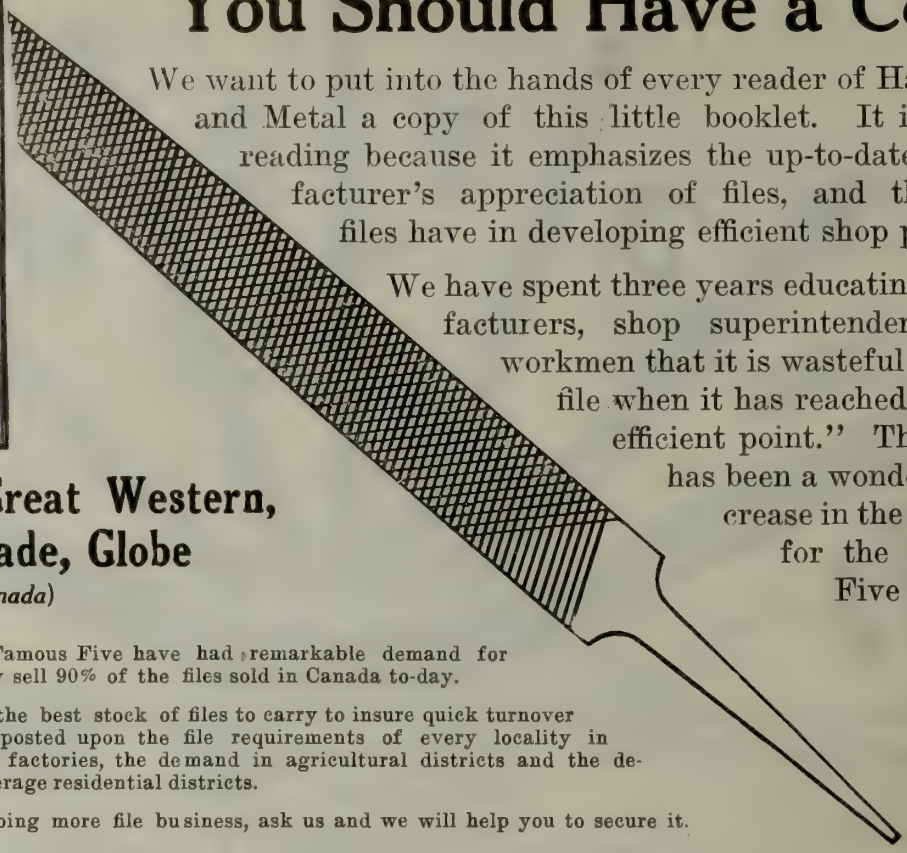
When writing advertisers please mention Hardware and Metal.



You Should Have a Copy

We want to put into the hands of every reader of Hardware and Metal a copy of this little booklet. It is worth reading because it emphasizes the up-to-date manufacturer's appreciation of files, and the part files have in developing efficient shop practice.

We have spent three years educating manufacturers, shop superintendents and workmen that it is wasteful to use a file when it has reached its "inefficient point." The result has been a wonderful increase in the demand for the Famous Five files.



Kearney & Foot, Great Western, American, Arcade, Globe

(Made in Canada)

Dealers who have been selling the Famous Five have had remarkable demand for their full lines, so much so that they sell 90% of the files sold in Canada to-day.

Write us. We will advise you of the best stock of files to carry to insure quick turnover from a small outlay. We are well posted upon the file requirements of every locality in Canada. We know the demands of factories, the demand in agricultural districts and the demand for files for domestic use in average residential districts.

If you think that you should be doing more file business, ask us and we will help you to secure it.

NICHOLSON FILE COMPANY, (Jobbers Everywhere) Port Hope, Ont.

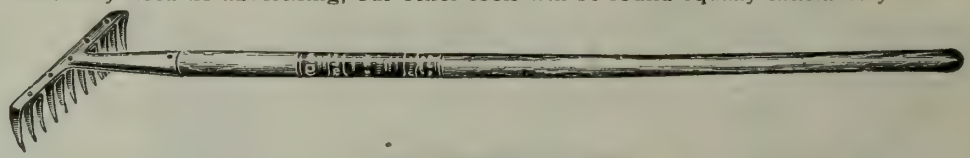
W P WARD

GARDEN TOOLS

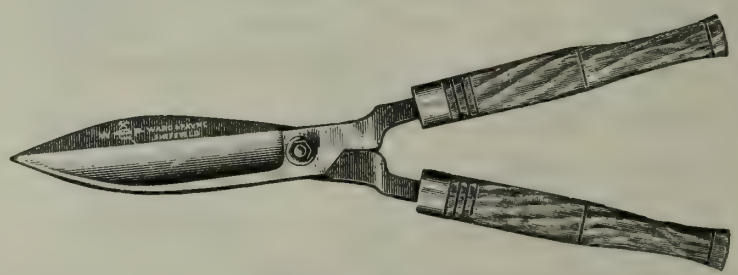
Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order, Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork



No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears. Guaranteed "Fast Handles."

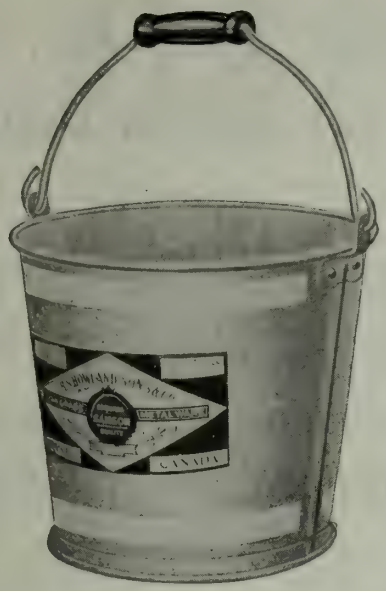
No. 5662—Trowel.

No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.



SAMSON
GALVANIZED PAILS

Combine quality and appearance
that means pride and satisfaction
to you and your customers.

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

TORONTO

HOWLANDS SAMSON QUALITY
H.S. HOWLAND SONS & CO TORONTO

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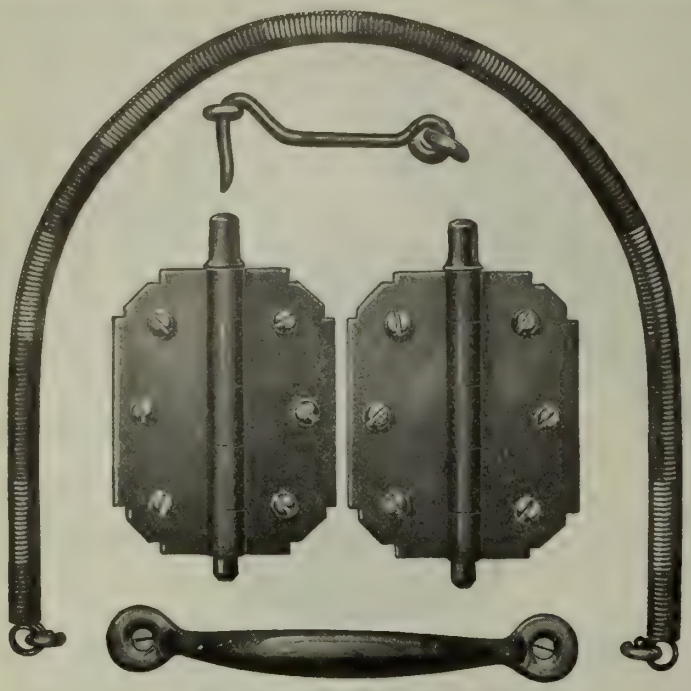


No. 175 SCREEN DOOR SET

Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

BE PREPARED

Manufactured by

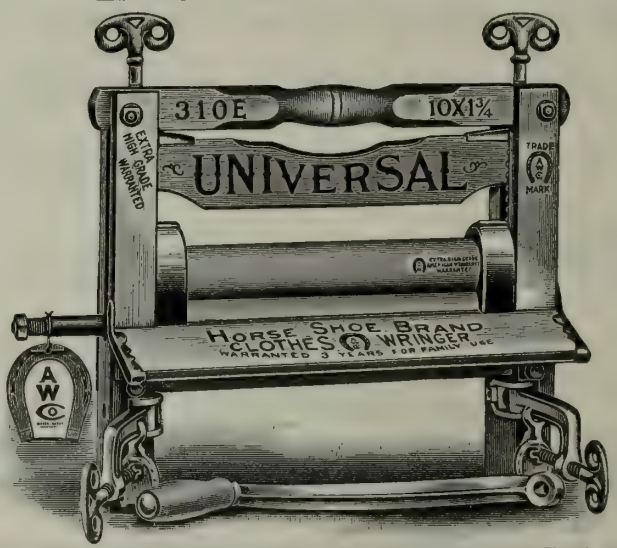
CANADA STEEL GOODS CO., Limited, Hamilton, Can.

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

HARDWARE

FOR

Ammunition Boxes and Cases

To Comply with

IMPERIAL MUNITION BOARD SPECIFICATIONS

BANDS

(Ready to put on cases)

Also BAND IRON, 1¼ x 16, cut to lengths

WOOD SCREWS, NAILS, STAPLES AND WIRE HANDLES

THE HARDWARE IS MADE IN OUR OWN PLANTS.

We Guarantee Delivery. *Prices on Application.*

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON
TORONTO
VICTORIA
VANCOUVER

MONTREAL
WINNIPEG
ST. JOHN
HALIFAX

Are You in Business to Stay?

Hardware dealers who have gone into the roofing business and want to stay in the roofing business should handle at least one high-grade roofing material.

NEPONSET
PAROID ROOFING

is the kind of roofing which has been building up dealers and establishing their reputation in the roofing business.

The dealer who sells NEPONSET Paroid knows that it will never come back on him, because he knows it is the highest quality product.

You can tell your customers truthfully that it is the most economical roofing in the world.

Write for free literature and our proposition.

BIRD & SON
Dept. H.
HAMILTON - ONTARIO

DO YOU KNOW WHAT

SIMMS SET IN RUBBER

STAMPED ON A BRUSH MEANS?

Are they just words of an indefinite meaning, or do they tell you that the invention of the "Set in Rubber" process was the greatest single event in the history of brushmaking?

That it gives to the public a brush that can be used in anything in which a brush should be used without in any way affecting the composition that holds the bristles in the ferrule?

That turpentine, grease, crude oil, linseed oil, paraffine, alcohol, amyl acetate, tar, carbon tetrachloride, hot water, kalsomine, paint removers, or anything else in which a brush is ever used, has no more effect on the setting than a dewdrop on a prairie fire?

THAT SIMMS ARE THE ONLY SET IN RUBBER BRUSHES

MADE IN CANADA?

That the methods used in the making of these brushes are the development of over thirty years of careful study and experiment in the setting of brushes in rubber?

That the machinery used represents the investment of many thousands of dollars?

That they are made in a modern reinforced concrete building, the finest building in the world, exclusively used in the making of brushes?

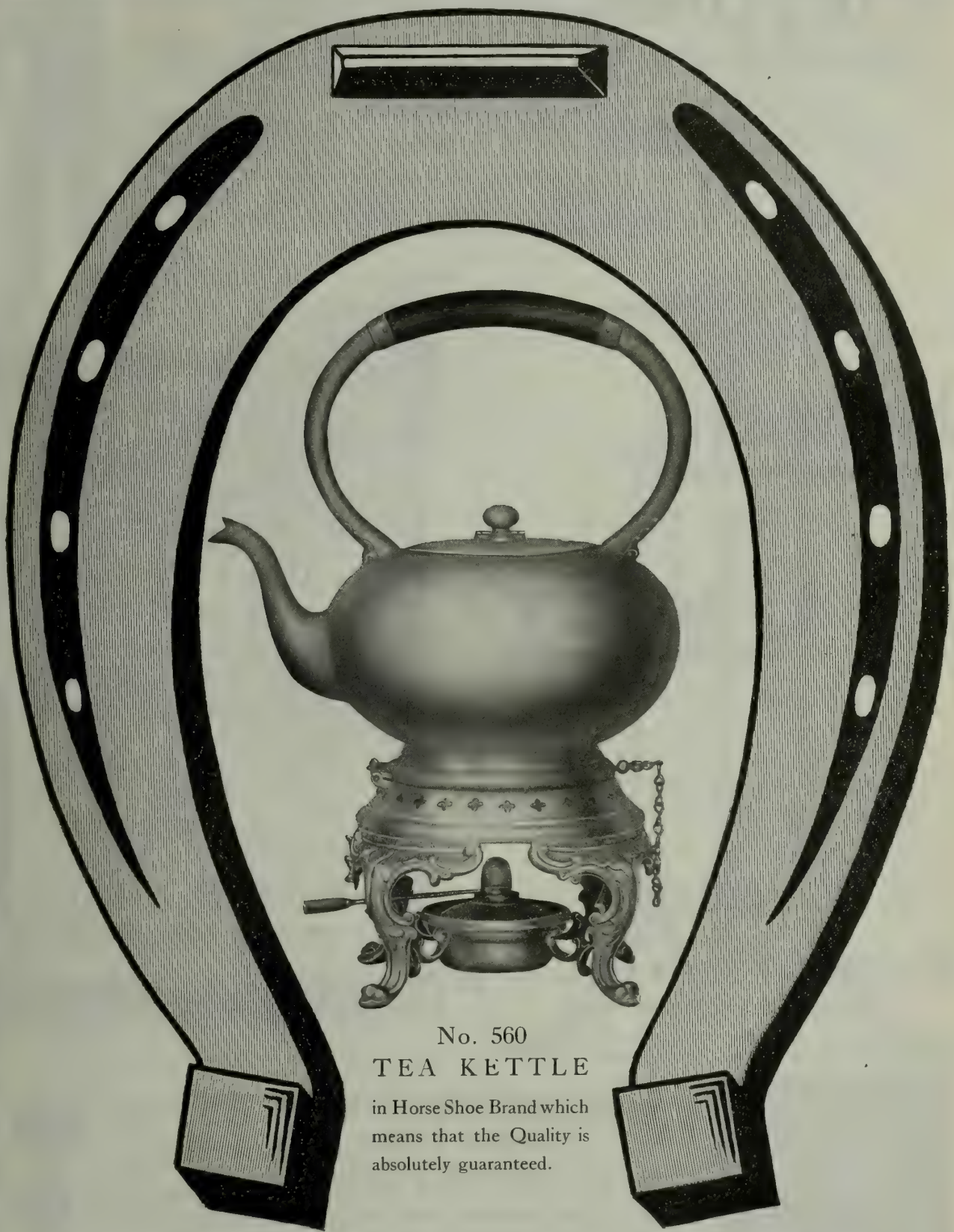
That the makers are specially trained in the art of making real brushes?

That the bristles in them are far superior to the "Just as Good" kind?

That they are absolutely guaranteed by a firm of international reputation, to hold the bristles in the ferrule for ever?

These and many others are the things that Simms' "Set in Rubber" brushes represent. Keep them in your mind when buying brushes; it's money in your pocket.

T. S. SIMMS & CO., LIMITED
ST. JOHN (Fairville) N. B.



No. 560
TEA KETTLE
in Horse Shoe Brand which means that the Quality is absolutely guaranteed.

CANADIAN WM. A. ROGERS, LIMITED
Silversmiths and Manufacturers of Electro Silver Plate of all kinds and suitable for all markets.
Factories and Salesrooms : West King Street, TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

High Quality TOOLS

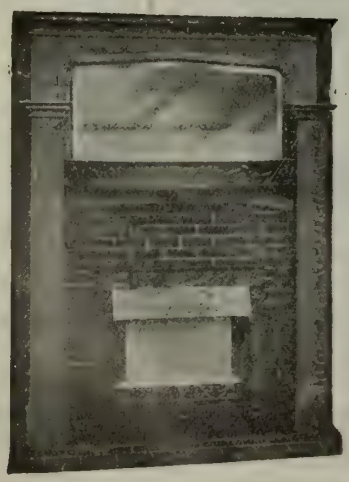
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

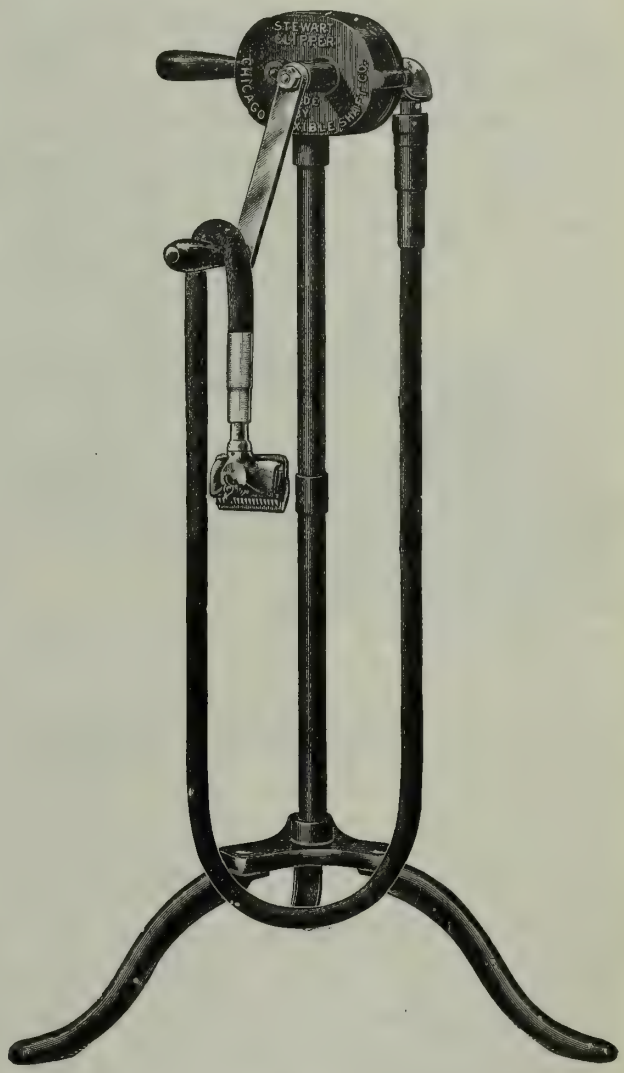
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

The Most Satisfactory Horse Clipping Machine Ever Marketed at Any Price



and it sells to the user in Canada at only $9.25, with a good profit for you.

The Stewart Ball Bearing Machine

A quality machine that always satisfies the user, and which helps build your reputation for selling high grade products. The most extensively advertised to your customers. All Jobbers have it.

From now to May is the time to push it.

Chicago Flexible Shaft Co. 250 Ontario St., Chicago

The Children of Purity

Rust-Resistance, Welding Quality, Enameling Property and Electrical Conductivity are the children of PURITY and SCIENTIFIC CARE in iron manufacture.

Chapter III

ENAMELING PROPERTY

A short time ago, a young business man happened to mention to his brother-in-law that he was going to purchase an enameled kitchen range.

This relative is a hustling Armco Iron representative, and one who has made a special study of enameling stock. He said at once, "Why don't you get a stove in which all the enamel work is on an Armco Iron base?"

"Why, I don't know," was the reply, "What's the odds to me? The iron is covered with enamel anyway."

"Because you'll get better and more lasting enamel," shot back the Armco man, "and because such a range is a quality proposition all the way through. You look it up now, and see if it isn't so."

The prospective purchaser is of an investigating turn of mind. A few days later he said to his brother-in-law—

"Say you were dead right about that enameling business! I never dreamed there was such a difference; but there is just as much as between wool and shoddy. I'm going to have an Armco Iron Stove."

Armco (American Ingot) Iron is far superior to ordinary material as an enameling base because of its evenness and the comparative absence of impurities both solid and gaseous. The tiny gas bubbles which form one of the most vicious impurities in modern steel are productive of numberless enameling culls, since the heat of the baking oven expands them and results in cracks, pinholes and fish-scales in the enameled surface.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

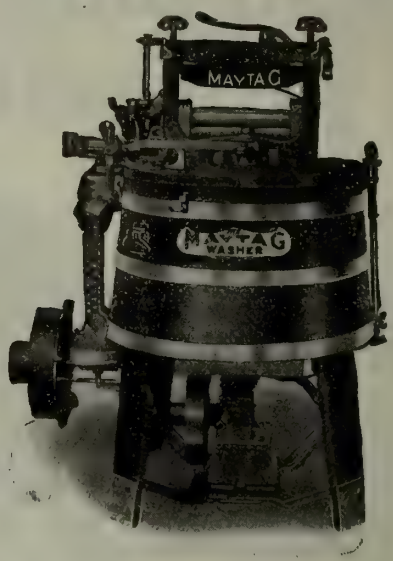
Armco (American Ingot) Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

The Maytag Multi-Motor Washer

Announcement Extraordinary!



What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

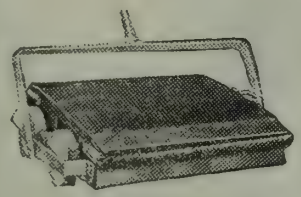
You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

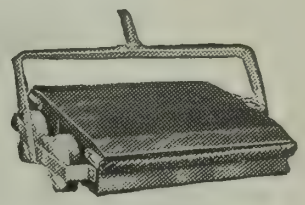
THE MAYTAG CO., LTD.

WINNIPEG, MAN.

A Real New Carpet Sweeper



The "MAISONETTE"

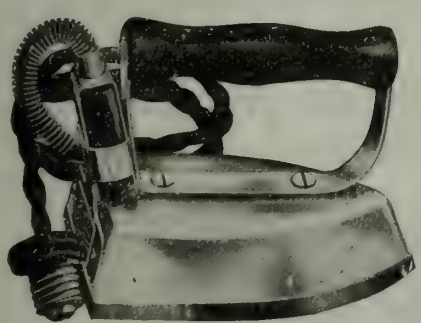


Just the thing for apartments or as an aid to the vacuum sweeper. Light in weight, easier to handle than other sweepers, strong, effective and durable. With such a sweeper and an O-Cedar Mop, many a family could save the cost of a maid.

O-Cedar Mops & Polish

Buy the genuine. Imitations are hard to sell. Both triangular and round, small and large sizes.

Colborne Electric Irons



Beautifully nickel-plated, improved contacts, weight 6½ lbs. It is the Iron to buy, because it is well made from high-grade materials, and will give your clients every satisfaction. Compared with the quality, the cost is low.

Wholesale Distributors:

CAVERHILL, LEARMONT & CO.

MONTREAL

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**

THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. **BRIDGEPORT, CONN., U.S.A.**

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

CANADA FIRST

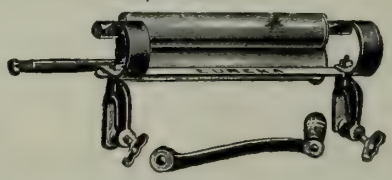
Clothes Wringers

Every Kind for Every Need

Hardwood Frames
All-Metal Frames
Plain Bearings
Steel Ball Bearings
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere



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HAMILTON - - ONT.

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Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

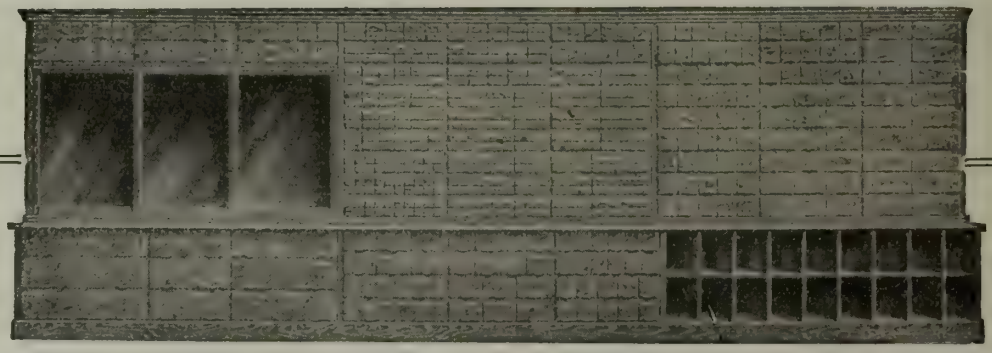
Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.



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SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

There Are Good Profits In

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if you use the right material. "M. R. Co." Ceilings lay right, because they're made right. No gaping joints and no skew lines. They make a good job and make it quickly. Write us for catalog and price lists.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

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Manufactured by

GEO. WOSTENHOLM & SON

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Can be used on fruit or anything containing acids without fear of rust or terrible stains.

Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE

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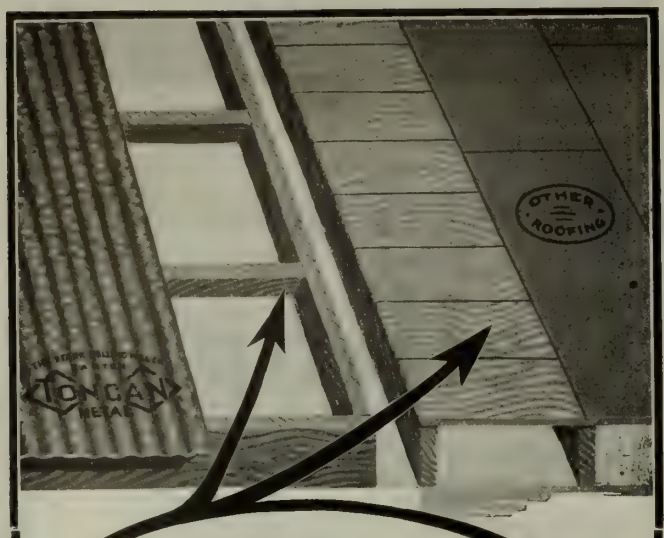

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Here is a saving in material and labor cost which is usually overlooked.

Note that Corrugated Toncan Metal Roofing can be fastened directly to the rafters or purlins (wood or iron), while for most other roofings tight board sheathing must be laid over the rafters first; then the Roofing is applied to the sheathing.

This means a great saving to your customers in lumber, cost of superstructure and labor cost.

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TONCAN METAL

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Resist Rust and Corrosion

Years of service have proved Toncan Metal's ability to withstand the most severe corrosive influences better than any other sheet metal made from iron ore.

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The Pedlar People Ltd.

Oshawa, Ont.

Canadian Distributors:

The Stark Rolling Mill Co., Canton, Ohio

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A Tool for Two Trades

Electricians and carpenters appreciate an extension bit-holder that will really follow and hold the bit. This one has a chuck so small it will follow into a 5/8 inch hole. Yet in

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EXTENSION BIT HOLDER No. 6

the jaws are of strongest steel, made in one piece and they hold the bit firmly and securely.

Outer sleeve telescopes over inner spindle, combining lightness and strength. Takes up little room and is extended easily in a second.

Collapsed 16½ inches — extended 24 inches.

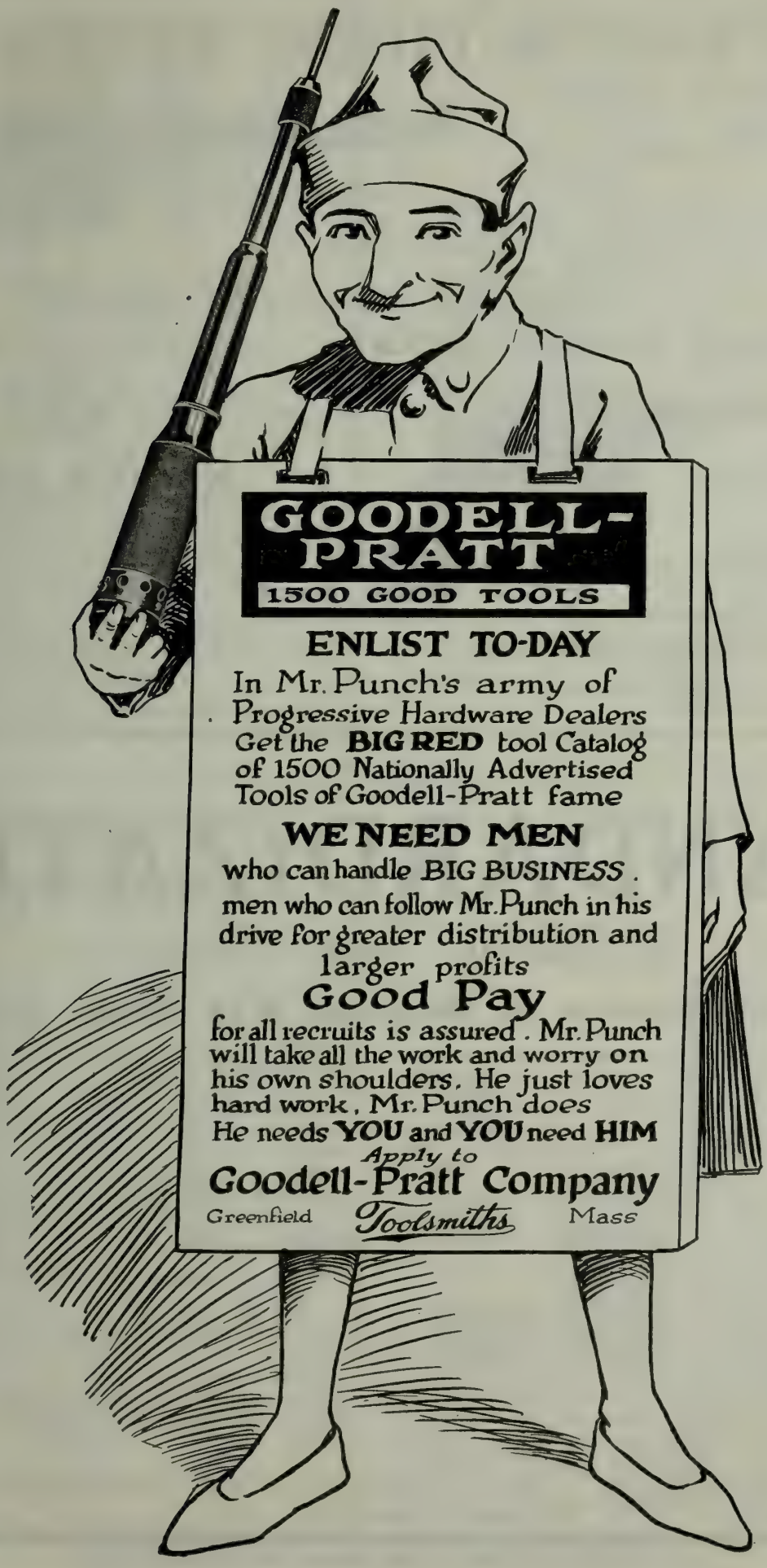
If you aren't selling Millers Falls tools, send for catalog and "Millers Falls Book of Selling Helps." They are worth money to any dealer.

Millers Falls Co.

"Toolmaker to the Master Mechanic"

Millers Falls, Mass.

N.Y. Office: 28 Warren St.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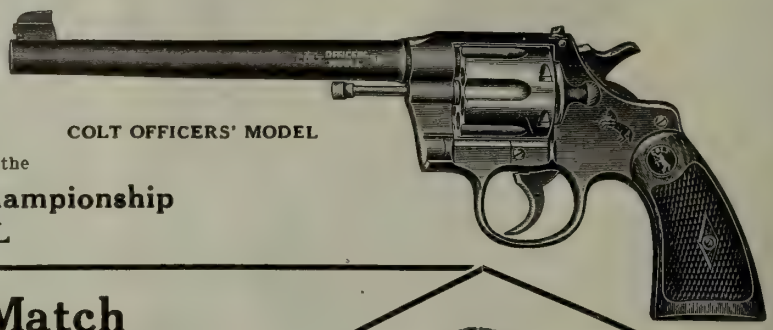

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They won 1st, 2nd, 3rd and 4th places respectively in the

U. S. R. A. Revolver Championship

They used the COLT OFFICERS' MODEL

The Military Revolver Match

was won by Dr. Snook, with Dr. Atkinson second.

Both used the

COLT ARMY SPECIAL

COLT ARMY SPECIAL

The Military Revolver Team Match

went to the Pennsylvania State Police Team, and the **GRAND AGGREGATE** to Dr. Snook.

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Are used by the Match Winners of To-day.

Because one of the first "records" may have been made with a bow and arrow, don't feel that the choice of a target arm should depend on ancient history—get your customers into the game with

"The Proven Best by Government Test!"—**A COLT!**

COLT'S PATENT FIRE ARMS MFG. CO.

HARTFORD, - CONN.

or

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STANDARDIZATION

of Quality—Price—Policy

Solves Selling Problems of Merchants Who Handle BISSELL'S

Confidence in Bissell products, gained through 40 years of manufacturing integrity, has given the name such prestige in the minds of the purchasers that no argument can weaken it. Thus it is easier to sell BISSELL'S sweepers (regulation or vacuum) than not to sell them—price, or, rather, cheapness, is practically the only argument you can use in selling other cleaning devices against any BISSELL. And as the BISSELL line, with this *standardized quality,* in the long run pays the best profits, why waste this energy?

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This joint *standardization* of *quality* and *price* is *standard BISSELL* policy. A policy which *protects* the *public, protects* the *merchant,* and *protects BISSELL prestige.*

Important Notice

Write for a copy of our *Special Spring Offer Announcement,* now in force, and full details regarding our new *Household Vacuum Sweeper,* manufactured especially to retail at $5.00, and thus meet all low-priced competition. It sells at $5.50 in the extreme West, $7.00 and $7.50 in Canada.

Bissell Carpet Sweeper Co. Largest and Oldest Exclusive Manufacturers of Carpet Sweeping Devices in the World **Grand Rapids, Michigan**

Made in Canada, too NEW YORK (25 Warren Street) PARIS **Agencies Everywhere**

PUT YOUR STORE IN LINE FOR BIGGER PROFITS FROM

TRAPSHOOTING

LAST year thousands of men and women joined trapshooting's ranks. These and thousands more this year will increase the demand for

DU PONT Sporting Powders

Tie your store to our trade-making advertising by specifying DUPONT DENSE or DUPONT BULK for trap loads—the powders new shooters use, because they are the champion's choice.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

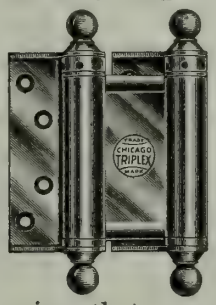
WILMINGTON, DEL., U. S. A.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

THE STORM KING LANTERN

Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago

HELLER-ALLER TANK HEATER

the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.

The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

Will burn any kind of fuel and with proper care will last a lifetime.

One farmer customer will lead to many others. Drop a line for full details.

"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods

The Heller-Aller Company

WINDSOR, ONTARIO

Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only by

WM. NEWMAN & SONS, LTD.

BIRMINGHAM

The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

326 Ninth Ave. West

CALGARY, ALTA.

JENKINS BROS.' VALVES

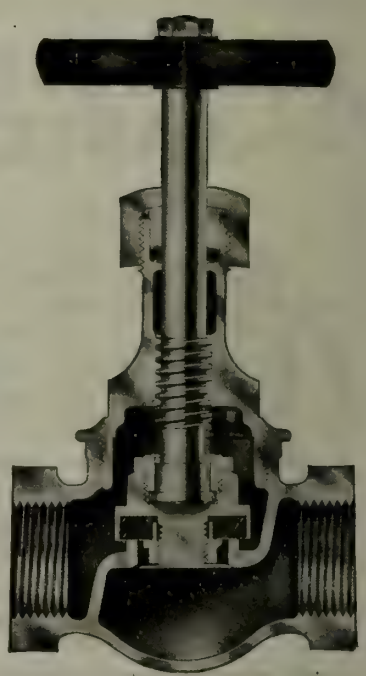
give the longest service possible. After years of continuous use, should any part be worn it can be replaced and the valve made as good as when new at a small cost.

There is a Jenkins Bros.' Valve for every purpose from the high-grade Standard Pattern Brass Globe Valve (shown in section cut), to the large size Iron Body and Cast Steel Valves specially designed for the modern high-pressure plant. Any regular dealer can supply them.

Our Standard Pattern Brass Globe Valves are approved for use in the Provinces by the Departments of Public Works, viz:

Ontario Registration No. 46—175 lbs. working Steam Pressure.
Alberta Registration No. 430—175 lbs. working Steam Pressure.
Saskatchewan Registration No. 2145—175 lbs. working Steam Pressure.

Send for Catalogue No. 8—it contains lots of useful information about valves. The Registration numbers covering our entire line are listed therein.



Sectional View
Fig. 106
Standard Pattern
Brass Globe Valve
Screwed

JENKINS BROS. LIMITED

103 ST. REMI STREET **MONTREAL**

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

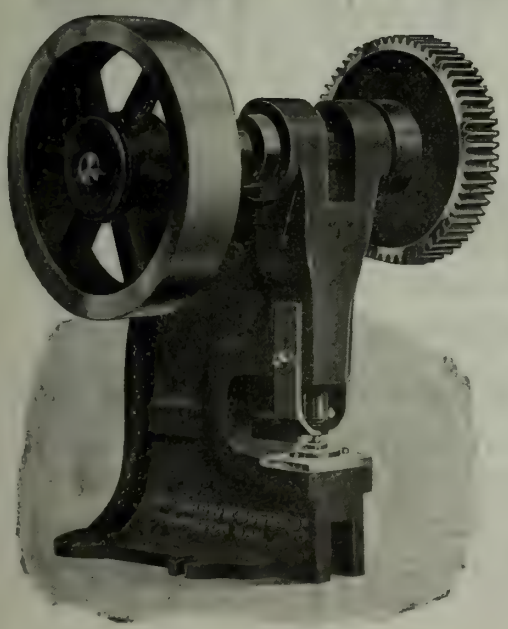
PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE

"B.B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

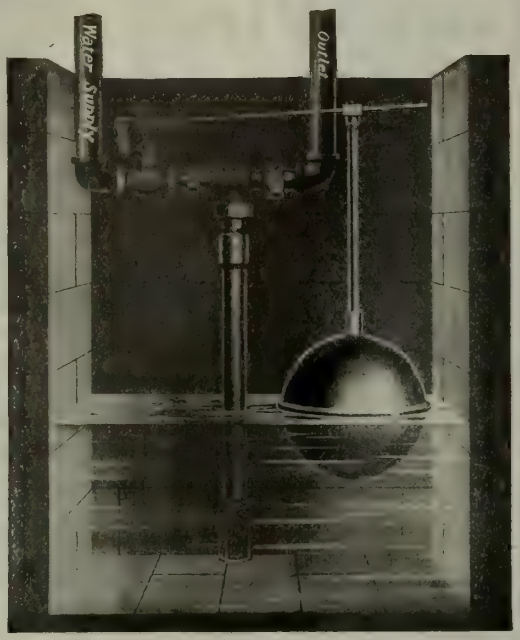
"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

MORRISON
Automatic Jet Pump



Just what is needed for use in draining cellars, engine rooms and excavations. Simple and durable.

Has double the lifting power of any other cellar drainer made.

Working parts all above water.

These outfits have been in continuous successful service for upwards of two years, without requiring the slightest attention.

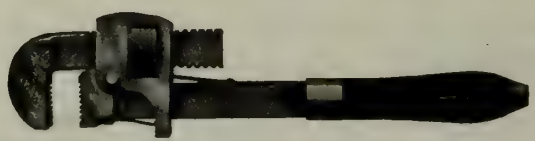
The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide St. West, TORONTO

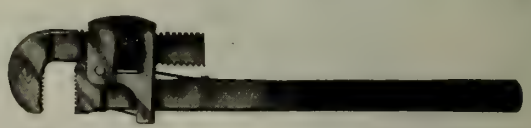
"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



"W & B" Wood Handle Grips. Length open 6 to 14 inches



"W & B" STEEL Handle Grips. Length open 18 to 48 inches.

These Wrenches are extra strong frames well proportioned,

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN-MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 61 YEARS

ST. CATHARINES, ONTARIO

Time to Order
FREEZERS

They are always in season. **THE LIGHTNING, GEM or BLIZZARD** in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.

Be sure to add the LIGHTNING CHIPPER. You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.

The Blizzard being a single action Freezer, is cheaper in price and sells well with either the Lightning or Gem.

Let us send you free some attractive window show cards and hangers, or electros for local advertising. Mention the style you are handling.

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

DAVIDSON'S GARBAGE CANS

are made of heavy steel bodies and seamless covers, galvanized after being made up. This process of manufacture makes them absolutely rust-proof.

Our cans meet the requirements of all City Health By-laws, no matter how drastic.

We manufacture a full line of Garbage and Ash Pails and Cans in various sizes.

Carry a few of these in stock and you will be surprised at the sales you will make.

Write us for prices.

The Thos. Davidson Manufacturing Company, Limited

Toronto **MONTREAL** **Winnipeg**

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

IT ALWAYS PAYS TO BUY THE BEST

Just as it pays to plant the best seed, so it always pays to buy the best goods.

Best Quality
Best Construction
Best Workmanship

In our Rubber Goods, it is QUALITY that counts. We stand back of the quality, workmanship and construction of our lines. That protects your interests, and you are sure to be satisfied.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII. TORONTO, MARCH 4, 1916 No. 10

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Free Newspaper Electros to Fishing Tackle Dealers

"Bristol"
TRADE MARK REG. U.S. PAT. OFF.

The Prize-Winning Rods

You can make a lot of money and much quicker sales by co-operating with our National Advertising through the use of these FREE ELECTROS.

OUR BIG NATIONAL ADVERTISING GETS THOUSANDS OF PEOPLE INTERESTED IN FISHING.

If you use these **FREE ELECTROS**, you will carry through the sale and make the profit not only on "Bristol" Rods, but on dozens of other things.

In the last three great National Fishing Contests conducted by Field and Stream Magazine, "Bristol" Steel Fishing Rods have won more than twice as many prizes as any other rod. Urge all your customers to enter their "Big Catches" and try for some of the $4,000.00 Prize Money.

In everyday fishing all over North America, "Bristol" Steel Fishing Rods are winning the greatest prizes which any tackle dealer can wish for—namely, satisfied customers—users who are so pleased that they come again and again for more "Bristol" Rods and all other tackle.

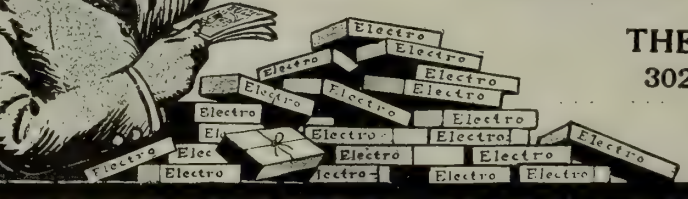
Our Special FREE Scale Offer

We are advertising with great 4-page colored advertisements in the sporting magazines, offering free a fine pair of Fishing Scales to every purchaser of a "Bristol" Rod before September 1st, 1916.

Order the free electro No. 73 (shown above) and stir up local interest and early buying among your customers. No. 73 is 2 columns wide by 5 inches deep. Nos. 74, 75 and 76 are 2 columns wide by 3 inches deep. Nos. 77, 78 and 79 are 1 column wide by 2 inches deep. All are splendid for use in newspapers, or for circulars, mailings, blotters, cards, etc. Order by number. When you order the above FREE electros be sure to tell us which are your most popular, best selling "Bristol" Rods (state catalogue numbers).

We want to co-operate with you in every possible way to help you make more sales and more profits. Write at once for the FREE electros.

THE HORTON MFG. CO.
302 Horton St., Bristol, Conn.
Pacific Coast Branch:
Phil B. Bekeart Co., 717 Market St., San Francisco, Calif.



Permanent Automobile Insurance For One Small Payment

The STANLEY Garage Door Holder is a wrought steel footman who holds back those heavy garage doors. It prevents them from slamming and smashing an expensive lamp.

Easy to sell; easy to apply, and easy to operate.

An illustrated booklet showing the Stanley Works' complete line of specially designed garage hardware, offers you interesting information about hardware for garages. Won't you write us to-day and tell us where to send your copy.

MADE BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

HINGE HEADQUARTERS

Canadian Representatives:
A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 4, 1916 No. 10

Advance in Oil Prices Likely to Continue

Diminishing Sources of Supply and Shutting Off of European Fields Make Oil Situation an Ever-Perplexing One—Great Need for Discovery of New Oil Fields in Canada.

WHAT is the situation with respect to oil is a question of vital importance to many people in the hardware business these days. It is also of more than passing interest to users of automobiles. Gasoline was quoted a year ago at 16 cents a gallon in drums. To-day it is quoted at 27½ cents in drums. In tank wagon lots of less than one hundred gallons the price a year ago was 15½ cents. To-day in tank wagon it is quoted at 27 cents. And so it goes.

And the end is not yet in sight, if the oil refiners can be considered as authority on the subject. With the increase in the price of gasoline and benzine there has been almost a corresponding increase in all other grades of oil. Machine oil and cylinder oil have advanced in price from 10 to 20 per cent. Paraffine wax has gone sky-rocketing with an advance from 60 to 100 per cent.

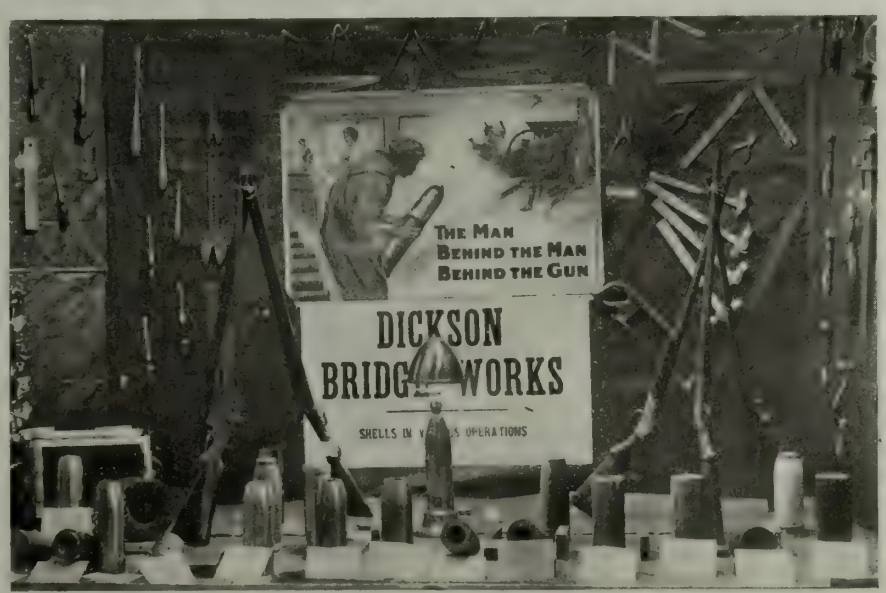
Supplies Shut Off

The situation which has brought about such a condition is somewhat complicated. First of all, there has been the shutting off of the European sources of supply for the crude oils, notably in Russia, Roumania and Sumatra. Secondly, there has been a great increase in the number of automobiles for war purposes and for pleasure and general utility. In America alone it is estimated the number of cars in use was increased last year by some 500,000. Thirdly, there has been a decrease in the available source of supply on this continent. Oklahoma oil fields, which a year ago were producing 300,000 barrels of high-grade crude oil, are to-day furnishing only 100,000 barrels a day. This has been the case of the Cushing well in Oklahoma. The Cushing is practically the only oil in Oklahoma capable of being manufactured into the high-grade fuel oils, for use in gasoline engines. Oil fields in Pennsylvania, Illinois and California also showed a decrease in their output some years ago. With the discovery of oil in Oklahoma, the situation was relieved greatly. Now that that source of supply has commenced to peter out, and with no new fields in sight, there are grave questionings as to where the soaring prices are likely to reach a limit.

Predict Higher Prices

Oil refiners can see no prospect of a diminution in price. They frankly state they look for them to continue their upward course. Not alone do they look for a steady increase in the price of gasoline, but also in almost all oils in which the hardware trade is interested. With the diminishing supply of the high-grade crude oils from which the benzine is taken, the by-products, such as machine oil, lubricating oil, and paraffine, logically must advance in price also.

Until the war ends and some relief is secured through the curtailment of oils for war purposes and the opening of former fields, there is every indication that almost every class of oil will continue to advance in price. Refiners are booking orders for



EIGHTEEN pounder high explosive shells in the various processes of manufacture are shown in the above window display, arranged by Frank Menzies for Owen & Birmingham, hardware merchants, Campbellford, Ont. The background of the window was used for displaying machinists' tools. The cards placed in front of the shells in various forms, explain each operation. The operations as shown in the display are as follows: The shell blanks arrive in a piece of solid forged steel, and are heated to a certain temperature, marked in the end of the blank. Then the steel is placed in a machine, and centred at each end. The next operation takes place on a machine and the metal is rough turned. The drill is then brought into operation and a hole 1¾" x 8½" deep is drilled. The shell is then taken to a lathe and the hole is finished to size. The shell is then nosed, and the fuse seat is cut. The outside and nose are then finished down to size, and an undercut and wave is cut in, to hold the copper bands. The base of the shell is then milled down, and a left hand thread run in. A plug is screwed in, riveted down, faced off, stamped with the number that was on the blank. The hole or inside is varnished and baked for 8 hours in an oven of 300 degrees of heat. The shells are then painted and packed in boxes similar to the one shown in the window. The big blank shown in the window is for a 6-inch shell. The display attracted considerable attention, owing to the great interest which is being exhibited at present in all matters pertaining to the war.

present delivery, and will not guarantee that they will remain long at the present figure. This, of course, does not warrant a panicky feeling among the retailers. It is well for them to have an eye on the situation and govern themselves accordingly.

Machine oil and lubricating oils have been in great demand through the extraordinary amount of machinery which is now in use. Machine plants are not only working to their capacity on munitions, but every serviceable bottom in the British navy has been oiled, put in ship-shape, and is ready for instant use. There has been no sparing of these essentials in making the navy fit. The great numbers of automobile trucks and other machinery used in the transportation service of the army has called for a big supply of these oils.

The Canadian Government tax on crude oil has called for a rather high grade in the past in order to allow its entrance free of duty. Crude oils of a Beaume gravity of 64½ per cent. were allowed to enter the country duty free. This Beaume gravity is equivalent to about .721 specific gravity to the gallon. Oils of a lower grade than .721 came under the head of dutiable goods, and importers were required to pay the war tax of 7½ per cent.

New Fields Needed

One of the great needs in the face of present conditions is the discovery of new oil fields. Calgary oil as yet has not relieved the situation to any considerable extent. Many people have some fine souvenirs in the shape of stock certificates as mementoes of their soaring visions of quick wealth. But they have been unburdened of these high hopes, and are just a little the wiser. Exploration will undoubtedly be carried on in parts of Canada where conditions seem to warrant the hope of finding oil. Into the far Peace River country the quest is undoubtedly being taken up at the present time. There are good prospects for the discovery of oil in the region of Alberta north and west of Edmonton. Geologists assert that the conditions and configuration of the country are such as to lend hope that oil might some day be discovered in this part of Canada. A discovery of oil in Canada would be a great boon to the waning oil supply and again revive the hopes of cheaper oil. Until the war ends or until new sources of supply are tapped there is little likelihood of a decrease in price in any class of oil. Even with the end of hostilities there is every probability that the increased use for the pursuits of peace will not tend to relieve the situation. The crying need is for new oil fields. Oil! Oil! Who would not give their kingdom for an oil well?

Why Hot Water Pipes Freeze First

Question Asked During Question-Box Discussion at Convention is Answered by an Authority—Hot Water Pipes Freeze Quicker Than Cold Water Pipes

At the convention of the Ontario Retail Hardware and Stove Dealers' Association held at Toronto last week, one of the questions placed in the question box was as follows:—Why do hot water pipes freeze quicker than cold water pipes? As no one present at the meeting seemed able to volunteer the information, Secretary Macpherson moved that the matter be referred to "Hardware and Metal" for a reply.

The information which follows has been supplied by R. O. Wynne-Roberts, an engineer who has had 32 years experience in water, sewerage, and sewage disposal works in various parts of the Empire and is a well known writer on all municipal engineering subjects. Mr. Wynne-Roberts is a member of the British, Canadian and American National Engineering societies. His reply follows:—

Why Does Water which has been Boiled Apparently Freeze Oftener than Water which has not been Boiled

"The above interesting question cannot be answered in a few words, but the following observations may help to explain the phenonenon. It will be necessary to use the terms "hot water" and "cold water" so as to avoid involved phrases, of course by "hot water" and "cold water" it is meant to convey the fact that the first has been boiled and the second has not. It is palpable that hot water must become cold before it will freeze.

All waters as they come from springs, rivers and lakes contain various gases and salts. Rain water contains the least and certain spring waters have the most of these gases and salts. When water is boiled the dissolved air and gases are driven out with the result that some of the salts become insoluble and deposit in the boilers, kettles, pipes, etc. in the form of lime. The most important gas is carbon dioxide which mixed with water converts it into carbonic acid. It is of course very dilute and therefore harmless. This gas is the same as that contained in mineral water such as in lemonade. The more carbon dioxide contained in water the more lime can be held in solution, causing the water to be "hard." Carbon dioxide is easily driven out by heat and as the lime then loses its support, it deposits in fine powder and cakes in the boilers, etc.

The freezing point of water is at 32° Fahr., but if it contains acid or salt, then the freezing point is lower. I have no data at present to show to what extent carbon dioxide and lime salts act in this way, but in the case of sea water which contains salt of another kind, the freezing point is more than three degrees lower than in that of fresh water. Consequently in hot water as the gases and salts have been removed from solution, its freezing point must be higher than that of cold water—if from the same source, hot water then freezes at 32° and cold water at a lower temperature, provided the local conditions are alike. Freezing takes place suddenly, as a small fraction of a degree is enough to change water into ice. The temperature of the air, round the pipes is often just sufficient to freeze the "hot water" but not low enough to freeze the "cold water". In any case the "hot water" freezes first.

There are however some conditions which influence the forces of nature. Still water may not freeze at several degrees below its freezing point. There are instances when quiet water has a temperature of ten degrees less than that needed for congelation, but any change or movement, or the intrusion of

APPRECIATES EFFICIENT SERVICE

232 *St. James St., Montreal, March* 1, 1916.

The Editor, Hardware and Metal,

Dear Sir,—Hardware and Metal, containing among other interesting news, a full report of the Hardware Convention, came to my desk early Saturday morning.

In my opinion it is a highly commendable exploit in journalism to give such a copious report of a meeting which only concluded on Thursday night in Toronto and was furnished to your subscribers in Montreal on Saturday, and I congratulate yourself and the staff upon its achievement.

"Hardware and Metal" is not dull, technical reading. There is Style and genuine Layout breathing all through it.

It is my pleasure to know a number of the gentlemen who attended the meeting. As "Punch" puts it: "I saw a great many names with whom I used to shake hands!"

Yours very truly,

WILLIAM H. EVANS.

a particle of deposit or ice will cause the water to instantly freeze. Cold water, ordinarily, is not in circulation in a building but hot water must circulate or something will occur, cold water is quite stagnant until the faucet is opened. Hot water is continuously in circulation even until it starts to freeze—excepting in branches where the hot water is stagnant. There is not much sediment in the cold water pipes, but there is some in hot water system and therefore it will be seen that the conditions are favorable for an earlier freezing in the case of the hot water than in that of the cold water.

Another condition is that the boiling of water tends to concentrate the salts and in time the boilers have to be blown out because the salts have become too concentrated. Such water will have a much lower freezing point, for example, if sea water is boiled until the salts are concentrated, the freezing point is lowered considerably. It will be interesting to have statistics as to the frequency of the freezing of hot water heating pipe, hot water supply pipes and cold water pipes. Concentration of salts cannot take place in a hot water system, but it is possible in the case of hot water heating plant.

It is well known that ice cream is prepared by packing ice and salt outside the vessel. The addition of salt to ice causes the ice to melt and the temperature of the water to drop 20° to 30° Fahr., thus confirming the statement that salts in solution change the freezing point of water.

If ice is put under pressure it will melt, consequently water put under great pressure has its freezing point lowered, but this does not affect hot and cold water pipes because the pressure in them is not great enough.

Acids and salts not only cause the water to freeze at a lower temperature, they also cause the water to boil at a different temperature.

The writer hopes the foregoing will be found interesting and clear, but any point, which may be obscure will be explained further.

In conclusion, the question of locating and insulating hot water pipes is worthy of consideration. The writer at one time resided in a house in the West, in which the hot water and cold water pipes were placed against the outside wall. The hot water pipes froze three times during one week, but the cold water pipes which were alongside did not freeze. The subject of locating and insulating pipes does not appear to have been fully considered.—R. O. Wynne-Roberts, Consulting Sanitary Engineer, 310 Temple Building, Toronto.

Tenders on Dwelling Warmly Discussed

Figures for Heating, Plumbing and Galvanized Iron Work From Members at Convention of Hardwaremen Gone Over Thoroughly—Discussion Voted a Big Success—Will Have Another One Next Year

ONE of the most interesting features at the convention of the Ontario Retail Hardware & Stove Dealers' Association—a report of which appeared in last week's issue of Hardware and Metal—was the discussion on the tenders submitted for the plumbing, heating, glass and rough hardware and galvanized iron work of a modern dwelling. The contract was awarded to James N. McGregor, of Oakville, his tender of $382.07 on the completed job being the lowest. Much good resulted to the members of the association. It was decided to hold a similar discussion next year. The discussion, together with the plans and specifications on which the tenders were based, appear in this issue. One of the features which developed was the lack of clearness in the specifications in certain particulars. The great need for closely examining the specifications of every job was one of the points emphasized by members at the convention. The specifications for the various classes of work follow:

A week prior to the convention dates, copies of the accompanying plans and specifications were sent out to members of the Ontario Retail Hardware and Stove Dealers' Association, requesting them to send in separate tenders on the lists of hardware, etc., as specified. The plans in reduced form, scale 1-16 in. to 1 ft., are shown in this issue. The plans and specifications are those of a dwelling house erected near Guelph, Ont. The work was done by H. Occomore, Guelph, Ont. Mr. Occomore, at the convention, gave the figures charged for the work. The specifications, tenders and discussions follow:

Hot Air Heating

Supply and install a No. 400 Sunshine (McClary) Furnace, or equal thereto, with all necessary tools for operating same. Chain for regulating to be placed in a convenient position on the ground floor.

All hot air registers will be side-walled and common oxidized finish, placed where shown by arrow marks on plan, and will be of the following sizes:

Ground Floor: Hall and Parlor, double 10 x 13 side-wall with 14" feed pipe.
Dining-Room and Kitchen, double 10 x 13 with 14" pipe.
First Floor: 2 Front Bedrooms, double 7 x 10 side-wall with 3⅜ x 12 risers and 9" feed pipe.
Back Bedroom and Bathroom, double 7 x 10 side-wall with 3⅜ x 12 riser and 9" feed pipe.

All hot air pipes to be made of good quality tin and covered with 10-lb. asbestos paper. All elbows, boots and boxes to have easy turns.

Cold air ducts to be made of 28-gauge galvanized iron and to be placed where marked and to be of the following sizes:

Front Hall, one 12 x 9 Floor Face and 14" Duct.
Dining-Room, one 12 x 15 Floor Face and 12" Duct.
Kitchen, one 12 x 15 Floor Face and 12" Duct.

Plumbing Specifications

Soil Pipe—Provide and run 4" med. soil pipe from point just outside, continuing straight up through roof, leaving necessary connection for bath, basin, closet and sink.

Bath—Provide and fit up 1—5' enamel bath, with 3" R.R., combination taps, ⅜ nickel-plated supplies, overflow and waste, and connect same with cold and hot water.

Basin—Provide and fit up 1—19 x 24 enamel basin with 4" apron, index taps, ⅜ nickel-plated supplies, 1-¼ Femco trap, and connect same with cold and hot water.

Closet—Provide and fit up 1—Low-down closet of an approved make, with post-hinge seat and connect with cold water.

Sink—Provide and fit up 1—18 x 30 roll-rim sink, with lever-handle, quick-opening taps, 1—½ Wolverine trap, and connect same with cold and hot water.

Boiler—Provide and fit up 1—30-gal. boiler in basement and connect to furnace.

Pump—Provide and fit up 1—Ideal double action oscillating force pump (iron cylinder) and connect same to cistern.

Galvanized Iron

Eavetrough—All eavetroughs shown on the plan to be 26-gauge, best quality of galvanized iron and 12" girth, well and strongly supported and to be made to slope, as shown. Verandahs, upper and lower roof of porch, and bay window to have 10" girth.

Down-Pipes—Put down-pipes where marked in the plan. The one for the house to be 4" and corrugated, 26-gauge galvanized iron. Verandahs to have 3-inch down-pipes, all well put up and secured to the walls and to stand out at least 1 inch from the wall. All down-pipes where required to have the necessary elbows, bends, etc., all down-pipes to run into tile drains prepared for them.

Valleys—Supply the carpenter with the valley iron required. These valleys to be 15 inches wide, to be well fitted at top and to be left perfectly watertight.

Flashing—Supply the carpenter with all the step-flashing, that he may require and, after the carpenter work is done, see that the same is all properly top flashed and made water tight.

Saddles—Put saddles to both chimneys and overflash same, leaving them perfectly water tight.

Bay Window Roof—Cover the bay window shown on the plan with 26-gauge galvanized iron, well and properly put on and overflashed and left perfectly water tight.

Glass

1 Bevelled plate, 26 x 52 with 1½ bevel.
2 d.d lights 24 x 30.
1 Shaving cabinet mirror, 12 x 24 with 1 inch bevel.
2 lights electric glazed 13 inches x 46 inches.

2 lights, D.D., 28″ x 18″.
3 lights, D.D., 28″ x 20″.
1 light, D.D., 24″ x 14″.
5 lights, D.D., 22″ x 28″.
2 lights, D.D., 18″ x 20″.
6 lights, D.D., 16″ x 20″.
3 lights, D.D., 10″ x 14″.
1 light, D.D., 40″ x 40″.
1 light, D.D., 40″ x 20″.
2 lights, D.D., 40″ x 38″.
2 lights, D.D., 40″ x 18″.
2 lights, D.D., 30″ x 30″.
2 lights, D.D., 30″ x 28″.
2 lights, D.D., 24″ x 24″.
2 lights, D.D., 22″ x 24″.
2 lights, D.D., 12″ x 38″.
2 lights, D.D., 12″ x 18″.
2 lights, D.D., 22″ x 38″.
2 lights, D.D., 22″ x 18″.

Rough Hardware

100 lbs. 12 oz. asbestos paper.
275 lbs. 2¾ wire nails.
110 lbs. 4-inch spikes.
60 lbs. 1½-inch shingle nails.
50 lbs. 2½-inch finishing nails..
20 lbs. 2-inch finishing nails.
10 lbs. 2-inch finishing nails.
50 lbs. 2½-inch flooring nails for oak floor on ground floor.
5 cones blue chalk.
1 small tin liquid glue, ¼ pt.
2 yds. sand paper. (B. & A.)
1 set sliding door hangers.
250 lbs. sash weights.
4 lbs. sash cord.
1½ squares Brantford roofing (2 ply), or equal.

Finishing Hardware

1 sliding door set, double, plain front, (brass plated.)
1 front door set, brass plated.
1 swing door set, brass plated.
15 inside door sets, medium quality (brass plated.)
3½ pair 3½ x 3½ L.P.B.T. brass-finished butts.
14 pair 3½ x 3½ L.P.B.T. steel-finish butts.
2 pair 5-inch T hinges (light.)
2 thumb latches No. 2.
14 pair 2½″ x 2½″ L.P. butts, steel (B.T.)
6 pair 3 x 3 L.P.B.T. butts (B.T.)
6 casement sash fasteners, brass plated.
14 cellar window bolts 2″.
11 sash locks, brass plated.
14 sash lifts, brass plated.
1 pair 2½″ narrow butts (nickel-plated.)
1 catch (nickel plated.)
4 pair 3-inch narrow butts (brass.)
2 Elbow catches (Japanned.)
2 door catches (or cupboard catches.)
24 shelf rests (for loose shelves.)
5 casement sash adjusters.
2 push plates for swing door (brass plated.)
16 door stops (or bumpers.)
4 doz. hat and coat hooks (jap. cast.)

Figures of Tenderers

James N. McGregor—Hot air, $128.71; plumbing, $148.90; glass, $38.10; rough hardware, $40.65; tin, $25.71.

Phillips & Co., Orillia—Hot air heating, $145; plumbing, $165; galvanized iron, $31. Total, $341.

Joseph Akitt, Creemore—Heating, plumbing, galvanized iron work, glass, rough and finished hardware, all complete, $468.72.

Taylor Bros., Almonte — Heating, $165; plumbing, $190. No price on galvanized iron work.

A. L. Shiells, Kincardine—Soil pipe and fittings, $14.06; bath and fittings, $25.21; basin and fittings, $13.61; closet and fittings, $15.50; sink and fittings, $12.60; boiler and stand fitted, $7.94; pipe, coil and heater fitted, $15.15; pump and fittings, $9.64; freight, $4.50; time installing, $33; profit, $30.24. Total for plumbing, $181.45.

A. M. Oldham, Weston—Rough hardware, $110.88; glass, $45.41; finishing hardware, $26.47.

Conn's Hardware, Tillsonburg—Plumbing, $170 diagram (this does not include lining of tank in attic, as there is no mention of same in specifications); galvanized iron, $60; hot air heating, $160.

S. B. McClung & Co., Trenton—Heating, $160; plumbing, $175; galvanized iron work, $50; glass $40; rough hardware, $40; finished hardware, $25. Total, $490.

W. A. Rankin, Ottawa—Rough and finishing hardware, $56.95.

D. Mistele, Rodney—Heating, $160; plumbing, $180; galvanizzed iron work, $52.50; glass, $40; rough hardware, $45; finished hardware, $25.

Windsor Hardware Co.—Hardware, $100; plumbing, $213.50; heating, $140; sheet metal, $38.

Price for Heating Contract

J. N. McGregor, of Oakville, was awarded the contract for the hot air heating at the price of $128.71. Mr. McGregor said his foreman had figured out the price, and that they would be glad to get all the jobs they can at that price.

W. R. Billing, of the Windsor Hardware Company, said he thought the difference in his price of some twelve dollars was due to a higher labor cost. Tinsmiths at Oakville get 35 cents an hour.

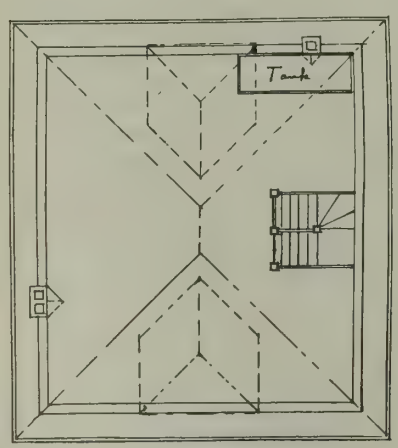
W. Phillips, of Orillia, said he figured the cost of labor at $20. His total cost was $103.94. He substituted a No. 10 Economy furnace. His registers cost $10.50; tin stock, $13.45; galvanized stock, $19.90; labor cost, $20. The price of his job was $145.

S. B. McClung figured the cost of materials and labor at $122, but the total for heating $160. He was not satisfied with the same amount of freight as Mr. Phillips.

President Conn estimated the cost of installing the furnace to be $17.50. "We were following specifications. We have no inspection."

Original Price for Heating $145

H. Occomore said the work on the house specified had been done by himself the latter part of last year. The job had been done for $145. "At the present time I would want an advance of 10 per cent., or $160. Tin stock and galvanized iron was figured at $25; labor cost, $20.



Attic & Roof Plan

Scale
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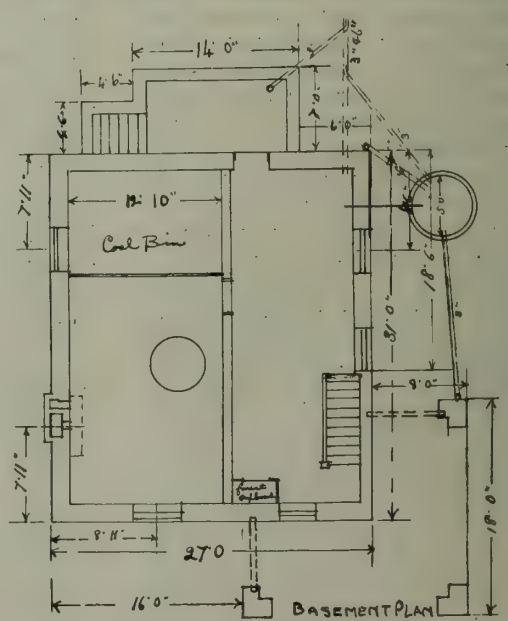

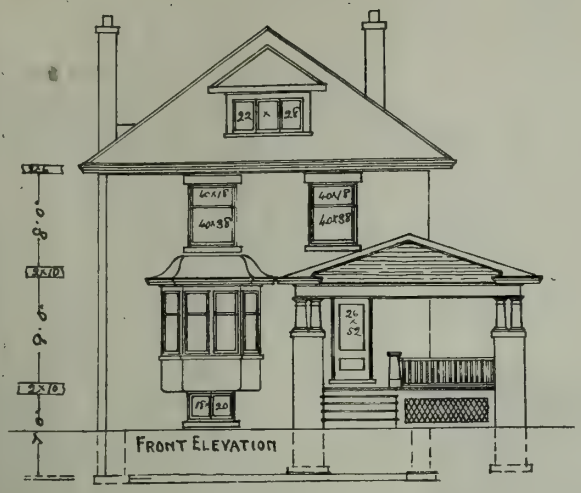

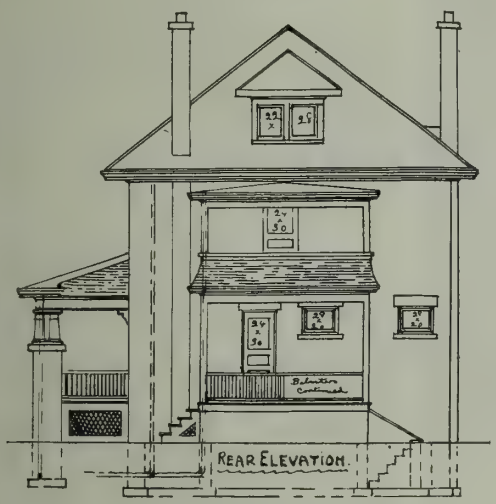

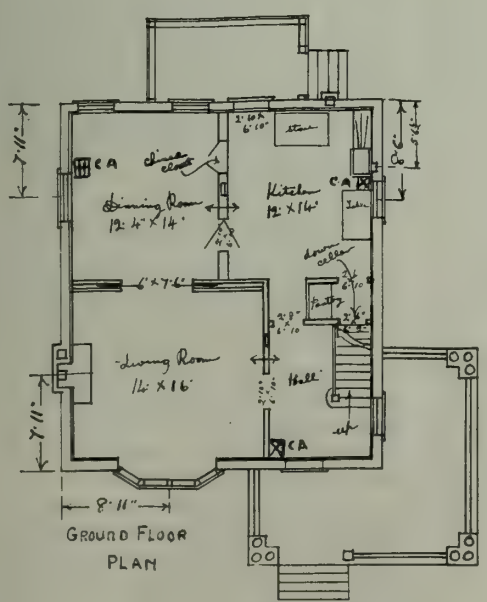

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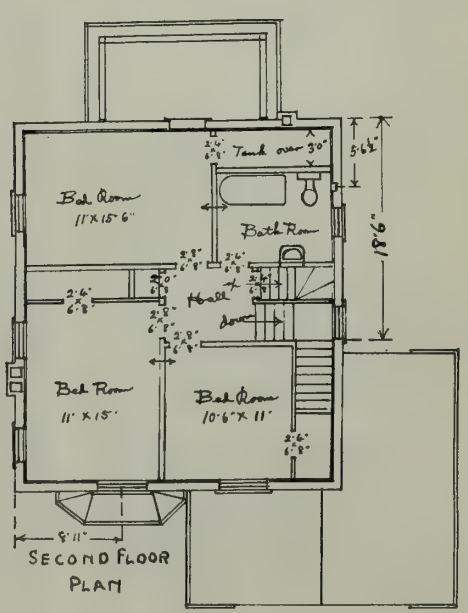


There was about $22 profit on the job," said Mr. Occomore.

President Conn maintained that a man doing it for $128 could not possibly make a profit.

Mr. McGregor said he had the figures for his tinshop for the year, and that they show a profit. He did not know what this particular job would cost. His foreman had made up the figures.

H. Occomore said Mr. McGregor might lose on this particular job and make it up on others. The job was done all at the same time. A man would take three days to do the work.

Wide Range in Plumbing Figures

President Conn said there was such a wide range of figures for the plumbing that it seemed inconsistent. H. Occomore stated the job was let for $185. The prices ran from $148.90 to $213. Mr. McGregor, being the lowest tenderer, said the contract did not include the tank. President Conn said the contract specifications did not call for it. There was nothing to give the size of the tank.

H. Occomore said the tank was left out because it was not feasible to tender on it. It had been supplied by the firm installing the galvanized iron fittings.

President Conn was of the opinion that one cannot be too careful in reading over the specifications. His foreman had overlooked the tank altogether because of the fact that it was to be placed in the basement and not in the usual place in the bathroom or kitchen.

Specifications Incomplete

Mr. Baird said the specifications were very incomplete. It did not include boiler, pipe, and many other essentials. Mr. McGregor's price was a very good one.

Mr. McGregor said there was a great deal in the way you go at a job. Good buying and wise buying makes a difference.

President Conn's price was $135 for plumbing.

Jno. Caslor thought there was the prevailing opinion among those present at the meeting that Mr. McGregor was doing the job too cheaply. He was rated in Bradstreets at $30,000, said Mr. Caslor, and he did not get that rating through poor business methods.

President Conn thought the members were not inferring such a thing, but they would like to know why and how it is done.

H. Occomore said the house was built by a young man who requested that the work be done by Guelph concerns. The three plumbing concerns were called up and asked for a tender. It was built under the same conditions as in the city of Guelph.

Mr. McGregor said there was a great difference in the amount of net profit a man is satisfied with. A man can seldom get thirty-three and a third per cent. on such a job in competition with Toronto prices. Another delegate was satisfied with a net profit of 15 per cent.

Another member thought a man should have 35 per cent. profit. He was not getting enough, it seemed to him, when he was satisfied with only ten or fifteen per cent. President Conn stated some travelers had informed him that a certain amount should be allotted for overhead expenses, with a ten to fifteen per cent. net profit over and above that.

Mr. McGregor said a man might be making 10 or 15 per cent. on his turnover, but when the profit for the year is figured up it may be 30 or 40 per cent.

H. Occomore said a plumber of reputation always figured on a profit of 25 per cent., which included overhead expenses and all other expenses.

Roy McGregor mentioned a firm they had competed with in a plumbing tender who were satisfied with seven and one-half per cent. profit.

Great Variance on Metal Work

There were seven tenders for the metal work at $31, $60, $50, $52.50, $38, $58. "There is a great variance," said President Conn. H. Occomore said they got $93. They put in the tank and other extras. Excepting this work the actual price was $55. "This would be equivalent to $60 or $61 at the present time.

W. R. Billing, of the Windsor Hardware Company, gave a price of $38. Competition was very keen there, and they had to get in low at some place, said Mr. Billing. Competition on metal work is exceedingly keen in Windsor. The little fellows in his town do not have the overhead expenses. "I am not a practical man. I have been devoting my attention to the financial end. I cannot tell how much I have appreciated these meetings. They have done me more good than I can tell. I do not regret the trip down here because of the valuable information," said Mr. Billing.

"That is the kind of sentiment we like to hear," returned President Conn.

"The price I put on a job is altogether governed by circumstances. It depends on what kind of pay a prospective customer may be, or the amount of work in hand. These things may operate to cause me to put in a higher price," said President Conn.

H. Occomore said the dealers got together on eavetroughing pipe and were securing from 10 to 12 cents. "The iron is costing us even more than last fall. The man getting $30 or $40 was certainly losing money."

Prices Made Him Nervous

President Conn asked that Mr. Phillips, Toronto, express an opinion on it. Secretary Macpherson said Mr. Phillips was not in the room. "He is sitting outside the door. He says the prices are so close that they make him nervous, and he preferred to stay outside."

Prices on Glass

Prices for glass ranged $38.50, $45.41 and two for $40.00. The contract was awarded last fall for $41.00. There is a big difference in the market price of glass at the present time, said President Conn.

A. M. Oldham, of Weston, said his price was $45.41. He had figured on the present price, taking the old standard list as a basis with the addition of 10 per cent. Ten per cent. added to $41 would be about $45, the price to-day.

President Conn wanted to know what price the members are selling glass for. By a show of hands about twenty-five per cent. were getting an advance on the present list price, while about 50 per cent. of those present were getting the present list price for glass.

Secretary Macpherson moved that the contract be given to Mr. Mistele, since he was not present, and since he was one of the two who had a tie price.

The prices for the rough and finishing hardware were $66.36, $65.65, two at $65.00, $100, $70.00, $56.95. Mr. Occomore gave the prices of some of the locks which had been installed on the job. Mr. Rankin said according to these figures the job would cost about $75. Mr. Rankin said he would be glad to take all the contracts he could get at such a price.

The lowest tender for the completed work was $365.59 and the highest $468.72. "Who was right and who was wrong?" asked President Conn. The price for which the contract had been let last fall was $491, if the average of all the hardware tenders were added to the prices which Mr. Occomore had given for the plumbing, heating and galvanized iron work. This makes a difference between the lowest tender and the figures originally secured of approximately $125.

Plumbing As It Should Be Done

The specifications of Mr. McGregor's plumbing tender as he considered the work should be done, were read. President-elect Carter thought they were most complete and any man having a plumber in his employ capable of preparing such specifications should be congratulated. The price named in the tender was $216.25.

It was suggested that plans and specifications be prepared for discussion at next year's convention. The idea was concurred in by President-elect Carter. He thought the discussion this year was very valuable and highly instructive. The discussion was then closed.

Best Methods for Hot Air Heating Systems

H. Occomore Led Discussion at Convention of Ontario Retail Hardware and Stove Dealers' Association—Gives Results of His Experience —Thinks Most Money is in Making Over Plants

At the discussion on the "Proper System of Installation of Hot Air Heating Systems," which took place at the convention of the Ontario Retail Hardware & Stove Dealers' Association, one of the past presidents, H. Occomore of Guelph, a man who has had a wide experience in this class of work in his home city, gave some valuable pointers. The discussion took the form of questions to Mr. Occomore. The points brought out by his talk were most interesting to the members:

"I am of the opinion there is more money in making over heating systems rather than installing new plants and one gains thereby a reputation that is enduring.

"In the heating capacity of a furnace you must base it on the minimum capacity. Many pipes reduce the capacity. In every case I have found it safe to estimate the capacity of a furnace 5,000 feet larger than the required amount.

Warm Air Most Desirable

"First, we consider the man we are doing the work for—that is from an economic standpoint. A plant that will burn a moderate amount of fuel will give better satisfaction. There are two different ways of heating a house; with hot air and with warm air. A small furnace will give hot air and the large furnace warm air. It is warm air that is required in a house, not hot air. It is sufficient to have the downstairs heated with warm air and a good-sized well-hole to bring the upstairs to the proper temperature.

"The old-fashioned shutter registers I have no use for. The side-wall register has many advantages. But if it comes up to the baseboard you cannot get away from the draft. I have seen children with their legs cramped in school from them. (This applies where one pipe is made to serve two rooms on the same floor.) The nearer you can get to the floor level with air heating the better it is.

Objection to Cold Air in Kitchen

"The only objection I have to cold air in the kitchen is the carrying of odors to other parts of the house from the cooking. I always caution the housewife to put a piece of paper over the cold air while the vegetables are being cooked. The nearer you can get to 100 percentage cold air supply coming in as compared to the hot air being given off the better it is.

Cheap Jobs Do Not Pay

"The nearer you can get to the round pipe the better results you will get, because it is nearer the natural way that the heat leaves the furnace. To anyone putting in hot air furnaces, let me say, it does not pay to put in cheap jobs. More and more you will find the people recognizing this, and they will come to you if you do good work."

H. OCCOMORE

Guelph, Ont., who led the discussion on hot air heating systems

MERCHANTS AND COMPENSATION

Interesting Action at Montreal Under the Workmen's Act

The point as to whether grocers or other tradesmen who deliver merchandise to their own customers are responsible under the workmen's Compensation Act of Quebec Province, to their drivers in the event of the latter meeting with injury has been decided in the Superior Court at Montreal. The decision is that the act does not apply and that the injured's man recourse is under the common law against the author of the accident. S. Rosenbloom took action against M. Lavut and Sons, grocers, claiming an annuity of $312 as compensation for injuries received while driving the delivery outfit of the defendant when he had both legs fractured in a collision with an automobile. The contention of the plaintiff was that on the one hand the defendant company was in the "transportation" business in the delivery of their goods, such business being specifically describel in the Act, and further that even should this not be tenable it was submitted that at the time of the accident plaintiff was unloading the wagon and that this came within the expression "loading and unloading" as specified in the Act. The point of the court's decision was that the term "transportation" did not apply except to contractors who made hauling a part of their business and that unless "transportation" was the employer's business the point of "loading or unloading" did not apply either. Defendant has the right to take action under the common law.

OPPORTUNITIES FOR TRADE

With the close of the war Canadian manufacturers will have a wider vision of trade expansion. One of the things this war has done is to lift Canadians from their provincialism. Even now the Canadian Government is doing preliminary work in preparing the way for this trade expansion. H. R. MacMillan, special trade commissioner, under the date of January 3, made a report which has just been published by the Department of Trade and Commerce on the possibilities for trade in British East Africa. In this territory is included the East African Protectorate, Uganda and the Islands of Zanzibar and Pemba. "As yet, they are practically unreached by Canadian trade. They are sufficiently extensive, productive and populous to merit attention," said Mr. MacMillan.

The East African Protectorate, or British East Africa, has a population of over 4,000,000, of whom 25,000 are Asiatics, 5,000 Europeans and Eurasians and the remainder various tribes of natives. In the country all tropical crops thrive. It is considered to offer the greatest possibilities of any part of the East African Coast. Some of the things which will interest the hardware trade and which have been tried and grown there profitably are sisal hemp, manila hemp and oil seeds. Not one per cent. of this rich tropical area has been developed.

Uganda has a population of 2,909,000, of whom 3,600 are Asiatics, and 1,000 are Europeans. The port of Mombasa, the principal town of the protectorate and Uganda, is the commercial and shipping headquarters. The area of land suitable for agriculture and accessible to development is stated by the commissioner to be enormous. The area under cultivation by Europeans is expected to increase greatly after the war. The natives themselves are increasing the area under cultivation in order to increase their spending power. The implements in demand are hoes, mattocks, cheap ploughs and hatchets.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MARCH 4, 1916 No. 10

LOWER COURT UPHELD

MANY merchants throughout the province and in other parts of the Dominion will be interested to know that sentence has been imposed upon the manager of Business Boosters, Limited, by the court to the extent of $200 fine or three months in jail. The business which they have been carrying on is declared in contravention of the Trading Stamp Act of Canada.

E. M. Trowern, secretary of the Dominion Board of the Retail Merchants' Association of Canada, in an interview with HARDWARE AND METAL, stated that the case as disposed of by the courts makes these contests illegal wherever carried on in the Dominion. It is the purpose of this association to notify the secretaries of the various provincial association that the business of this company has been declared illegal and requesting them to take action wherever the conditions warrant.

"Wherever merchants have these contests under way they should immediately terminate them," said Mr. Trowern. "If they continue them they hold themselves just as liable as the promoters. It is the purpose of our association to see that steps are taken to bring an action wherever the contests are still continued. Customers who accept the tickets, merchants who give them out and the promoting company are equally guilty before the law in having anything to do with these coupons.

"Merchants who have purchased prizes for these contests, or who have part payments made on them, should take what measures they deem best to protect their interest in the prizes," said Mr. Trowern.

PROFITS ON COPPER

COMMENTING upon the present high position of copper, the market for this metal having reached a high record level of forty years under the influence of war consumption, it may be stated that if the present prices prevail for the remainder of the year producers of the metal in the United States will receive nearly $200,000,000 more than they obtained for the same amount of metal during 1915.

Recently the position of copper has remained comparatively steady at about the top of the upward movement and the outlook is that there will be no reaction while the present consuming demand continues. On one hand there is a small chance that buyers have been holding up some supplies on speculation and on the other a possibility that after the lull which set in a week or so ago the upward movement may be continued. Generally speaking, however, experts are of the opinion that the present price fairly well represents the prevailing conditions and the immediate outlook. The consumption is at record proportions and promises to continue so, but efforts are being made to prevent anything like wild price inflation.

AN UNPRECEDENTED SITUATION

THE situation in the hardware market to-day is unprecedented, and it is almost impossible to form an opinion as to what is likely to develop with any degree of certainty.

The factors which are the chief cause of the present situation are increases in the costs of raw materials and in many instances the scarcity of same. The enormous demand for steel, due to the war, has created conditions in the trade never before experienced and there are no indications of any relief this year. Prices of finished and semi-finished steel have reached record levels and are still advancing. Although the mills are operating at 100 per cent. capacity and have been for some time, they are behind on deliveries and consequently customers are being seriously inconvenienced. Manufacturers of some lines of hardware are becoming alarmed because of their inability to secure supplies of raw materials on contracts placed months ago. If this continues, and it appears likely, production of many lines will be decreased and it will be more difficult than ever to make deliveries. The result will be a shortage of many lines of hardware and prices will consequently continue to advance. Deliveries from some manufacturers have been backward for some time and conditions in this regard are getting worse rather than better.

There is no reason to believe that prices have reached the highest level, although compared with

prices prevailing six months ago, they are abnormally high. Indications rather point to still higher prices and a continuation of present conditions until the end of the year.

With regard to imported lines the shortage of tonnage and consequent abnormally high freight rates have added considerably to the cost of the goods and shipments are often delayed, causing much inconvenience. The cordage industry has been affected on account of the freight situation and this is one reason for the extraordinary advance in prices of rope and kindred products. Many imported lines from England have, of course, been affected in cases where factories have been working almost entirely on equipment for the army and where a shortage of labor has curtailed production, such as in the cases of poultry netting and cutlery.

The extraordinary strength in the ingot metal markets has affected many lines of hardware. Copper has led the way and present high quotations constitute a record. Indications point to still higher prices, as the consumption appears to be getting ahead of production and the demand is increasing. The tin market is also strong and prices lately have been advancing. Spelter is higher than it has been for some time, due largely to the heavy demand from the brass mills. The high cost of this metal, however, is affecting the galvanized sheet trade and has considerably decreased the production of sheets. The position of lead has improved lately and prices have advanced with a strong market. A scarcity of spot antimony has developed recently and the market has been very firm. There is also a great scarcity of aluminum, with the result that the market has been very strong and high prices maintained. All these metals enter more or less into the manufacture of various lines of hardware, so it will readily be seen that the high costs of ingot metals have assisted considerably in creating the high price levels now prevailing.

NO TAX ON MAIL ORDER HOUSES

A FEW weeks ago it was announced in these columns that the Manitoba Legislature was figuring on legislation to tax mail order houses. As predicted at that time, there has been a great deal of opposition to this legislation. Not only farmers have opposed it, but the Provincial Executive of the Retail Merchants' Association, Saskatchewan Branch, met recently and among other things discussed this important problem. They decided to protest against it. They base their contention, according to a press report, on the ground that such a step means legislating against efficiency and might tend to make farmers and other buyers pay more for their necessities which they claim was not in accordance with the policy of the retailer.

HARDWARE AND METAL'S Western representative learned that the Provincial Treasurer has withdrawn the clause relating to the tax on mail order houses and that the bill for providing new revenue had been reprinted without it. This was done on account of the heavy pressure brought to bear on it from country districts. It is quite evident, therefore, that there will be no legislation in Manitoba taxing mail order houses at the present time.

ONE HUNDRED PER CENT. PROFIT!

AN official of one of the largest mail order stores in New York City recently testified under oath that the usual, customary and ordinary profits on a certain line of goods in most large stores was 100 per cent. Mail order houses cut prices on certain lines of goods apparently to give the public the impression that all its goods are sold on the same narrow margin of profit. They lose money on such transactions but they figure that they will in the long run attract new customers to their stores by indicating that all their goods are sold at similar advantageous prices. This, of course, they cannot do, for if they did, they soon would be compelled to go out of business.

We are told that bargain advertising is losing its force. It is certainly true that every once in a while the purchaser of a bargain article finds he has got caught and in the end pays more for the goods than he would had he bought a better quality at the regular price. The retail dealer who maintains quality throughout and who gets a fair price for his goods, is the one most likely to succeed in the end. Bargain hunting has become a fad with some, such people purchasing bargains only; but the good, average, substantial every-day trade at a fair profit is to-day actually MAKING more real merchants than price-cutting ever did or ever can do.

THE Saskatchewan Grain Growers' Association at their annual convention held recently at Saskatoon were informed by their president that no plans had been made for entering the retail field. They were considering the wholesale field, but to do that, it was necessary for them to have capital; and it was up to the farmers to supply it. When sufficient capital had been raised, they would select one or two distributing centres. Brandon and Winnipeg were both mentioned in this connection. The grain growers, should they enter the retail field, would find that more than capital is required to run a retail business, and that the retailer's path is not a bed of roses.

* * *

THERE is no profit in hardware retailing, no excuse for a retailer's existence, unless the selling end is vigorous. The energy which keeps the selling end vigorous in abnormal times is identically the same energy which keeps it vigorous in normal times—only it is in abnormal times that keeping up the stride is fraught with more discouragements.

WHAT OTHER PAPERS SAY

TRADE PAPERS INDISPENSABLE

From American Artisan

The annual address of President George W. Mason before the Convention of the Minnesota Retail Hardware Association, contains many valuable suggestions which may well be put into action by hardware dealers in other states as well as Minnesota.

One of these is with regard to the pricing of the merchandise on hand as well as that which is now beginning to arrive for the coming season. The necessity for keeping posted on the changes in the market is strongly pointed out by President Mason and for this purpose he urges a careful study of the trade papers in the following paragraph:

"Trade papers are a real necessity in the conduct of a hardware store. Without them dealers would suffer a loss each year which would be hard to estimate. If we are subscribers they render us great service by reason of the fact that they are able to get advance information of the condition of the iron and steel markets, as well as the trend of these markets. They in turn give us information through the columns of their publications, and if we would but take advantage of it there would be a great many dollars in our cash drawers at the end of the year which would not be there otherwise. The average dealer has no means of getting this information, and I consider a good trade paper a very essential part of every hardware store."

CUTLERY HAFTING MATERIAL

From the Ironmonger (England)

The United States is now the only source of supply of celluloid for the handles and scales of cutlery, and makers in that country are finding it increasingly difficult to meet the requirements of the British cutlery industry. Prices, however, have remained fairly steady during the war, the current quotations being only from 10 to 15 per cent. in excess of those of two years ago. For military cutlery extensive use is now made of vulcanized fibre, which is proving economical and serviceable for table knives, large pocket-knives and razors, and has supplemented the limited supplies of natural hafting material. The regulation army table knife is of the solid steel type, but it has not been possible to produce these goods in sufficient quantity to meet the war requirements. The imports of ivory during the last 18 months have been almost normal, and, although no auctions have been held, users have been able to get all they wanted from the importers. A brisk trade has sprung up in ivory cigar and cigarette tubes. These were formerly made in Austria, from ivory partly bought in Sheffield, but since the war broke out British firms have been supplying them at prices only slightly higher than before. Stag-horn cutters in Sheffield report a brisk demand from the cutlers in the United States.

NEW MARKET FOR ASBESTOS

From the Journal of Commerce, Montreal

The effects of the war are being revealed in some suprising situations. Before the outbreak of hostilities, over 50 per cent. of Canada's asbestos found its way into Germany and Austria, and as a result when war broke out the two big asbestos corporations doing business in Canada found matters almost at a standstill. In a surprisingly short time they found a new and larger market for their entire output with a result that the Asbestos Corporation of Canada has showed an increase of 12½ per cent. over its sales for 1914, while the Black Lake Asbestos Company turned a deficit of $32,000 in 1914 into a profit of $20,000 in 1915.

Previous to the war, asbestos was used very largely for industrial purposes, such as the making of shingles, fireproof boards, fireproof curtains for theatres, covering for machinery, etc., etc. To-day Canadian asbestos is finding a market in Great Britain where it is being used as packing in guns, for the covering of boilers and piping in the many new ships which are being built as well as for other purposes associated with war. After practically closing up at the outbreak of war, our asbestos companies are now working overtime in an effort to supply the demand, but so far have not been able to produce enough to overtake the market requirements from Great Britain. It is somewhat significant of German tactics that shortly after the outbreak of war, one of the companies operating in Canada was requested by its former German customer to ship large supplies to a firm in Holland. Needless to say, the order was not filled.

THE NEW TAXATION

From Canadian Machinery

One thing that strikes us relative to the proposed new taxation for war purposes is the absolute lack of detail concerning its operative machinery. It has all the appearance of being the result of a "throw of the dice," or at best the maiden effort of an amateur performer. Such opportunity to riddle the Budget proposal of responsible government with shot and shell rarely presents itself, and indications are everywhere abundant that party friend and party foe will be actively militant in assailing its rawness and lack of essential qualifications.

That the money has got to be raised by some legitimate means, nobody for a moment disputes, and that all concerned realize an obligation with respect to its raising, goes without saying. The proposals submitted define a wide diversity obligation, and presume to state the cash value of each, irrespective of right or reason. The very fact that the main feature of the 1916 Canadian Budget is taxation of profits of our commerce and industry, and, therefore in its every feature touching business men, should have been reason enough why some little attention and investigation should have been given the proposals so that presentation of them would have had at least a business air about it.

The whole scheme, it seems to us, is so supremely tentative, that any one of a series of developments may easily be anticipated when the House in Committee proceeds to its dissection, if enough body may meantime or then be found to it. Evidence is, however, accumulating to show that while the ideal aimed at will not fail of accomplishment, the concentration of productive effort will affect to a considerable extent the scope of the original propositions.

BIG BOOKINGS LAST WEEK

From American Metal Market

Expectations of further sharp advances in prices, as well as necessity, kept consumers of steel products last week actively in the market to cover requirements for deliveries as far forward as the steel mills could be induced to accept contracts. It is estimated that orders were booked calling for 650,000 tons of steel products, which at an estimated average price of $50 per ton means the expenditure of $32,500,000. Some large contracts were accepted for delivery over the first quarter of 1917, mainly in bars, plates and shapes, but producers of wire products and steel pipe are confining consumers to nearby delivery. The sale of 650,000 tons last week indicates that contracts booked were 50,000 tons in excess of the capacity of the mills for the same period. In addition contracts for fully 700,000 tons of various products offered were refused by the steel companies. In this connection it should be noted that some of the inquiries for billets and steel bars wanted in the manufactur of war munitions, offered by second hands, are not considered seriously by the mills unless the prospective buyer can show evidence of unimpeachable credit in Europe.

A NATION OF SHOP-KEEPERS

(From Ontario Bulletin of R.M.A.)

The sneer thrust at Great Britain of being a "Nation of Shop-Keepers" was the highest compliment that shopkeeping ever received, and because they have been honest shopkeepers is the reason why they hold the high place they do among the commercial nations of the earth. The spirit that guides wrong action in trade is the spirit of deception and evil. The spirit that guides right action in trade is the spirit of the concentrated force and desire of the best minds engaged in trade to hold fast in these modern days to the same principles upon which the "Nation of Shopkeepers" was founded. We have no apology to make for being shopkeepers, nor for the cause we represent. We have no secret pass words, no discrimination as to race, color or creed. All who desire what we desire can come under our banner. We have no age limit, no conditions, no restrictions, no compulsory methods; all that is required is the desire on the part of the retail merchant to line up with his fellow retailers, composed of all sections of the retail trade, and stand by the cause of honest and fair trading. If you are threatened by the imposition of unfair municipal by-laws or unfair legislative enactments, or by unfair commercial treatment in any manner whatsoever, we stand ready to defend you and to see that your rights are not interfered with or taken away from you.

A DISHONEST CLAIM

(From The Grocer, London, Eng.)

An imaginary writer in the "Co-operative News" makes the calm assertion that if "the waste and extravagance of the competitive system" were entirely swept away from our commercial life, and co-operation alone held the field, there would be no work for inspectors of foods and of weights and measures, and that the employment of police, clerks, lawyers (on both sides), the maintenance of courts and those who live by the courts, the making of laws to prevent fraud, and so on throughout the whole machinery of detection and prevention superimposed on the "unsightly, costly structure of competition," would be rendered unnecessary. If this is really an article of co-operative faith we should like to see it practised at "the stores." But it is not. In our Law reports to-day we give particulars of the prosecution of a co-operative society at Pontefract for having unjust scales in use. It was stated that the society sold 1,200 stones of flour per week, and that by their method of weighing flour each lot was half-an-ounce against the purchaser. A similar state of things was proved in regard to the sale of potatoes, and the society was fined in each of the two cases. Nor is this by any means an isolated case of a prosecution against co-operative societies, as our columns from time to time have shown. Yet the co-operative system of trading is held to be the paragon of virtues! "By their fruits ye shall know them."

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

IT would be difficult to imagine any kind of work-shop where material is more easily wasted than in a tin-shop. The reason for this is on account of the peculiar shape of some patterns.

At the same time many a man may easily save the price of his wages if he studies the various ways in which a pattern may be cut. Fig. 1 shows how a lot of waste is made. While Fig. 2 shows that by making a pattern in halves it is possible to get three half pieces out of the same size piece.

Fig. 3 shows plan, elevation and pattern of a cylinder, or round pipe along with two examples of how the seam can be made.

To develop a pattern for a round pipe, first draw an elevation A. Then draw plan B, and divide it into equal parts and even in number as shown 1, 2, 3, 4, 5, 4, 3, 2.

Now draw stretchout line a b and transfer measurements from plan. Next draw perpendicular lines from a5 and b5 equal to the length of pipe. Next connect these two perpendicular lines as shown by line cd.

This will complete pattern desired.

In Fig. 4 is shown a plan, elevation and pattern of a square pipe. It will be seen that the elevation is exactly the same as that shown in Fig. 3, but the plan shows that a square pipe is desired.

The elevation is first drawn, then plan as shown 1, 2, 3, 4, draw the stretchout line ab equal in length to the four sides as described, erect perpendicular lines and join by a line cd in the same manner as shown in Fig. 2.

Allowance for seams or locks must be made, and a number of examples are shown in this Fig.

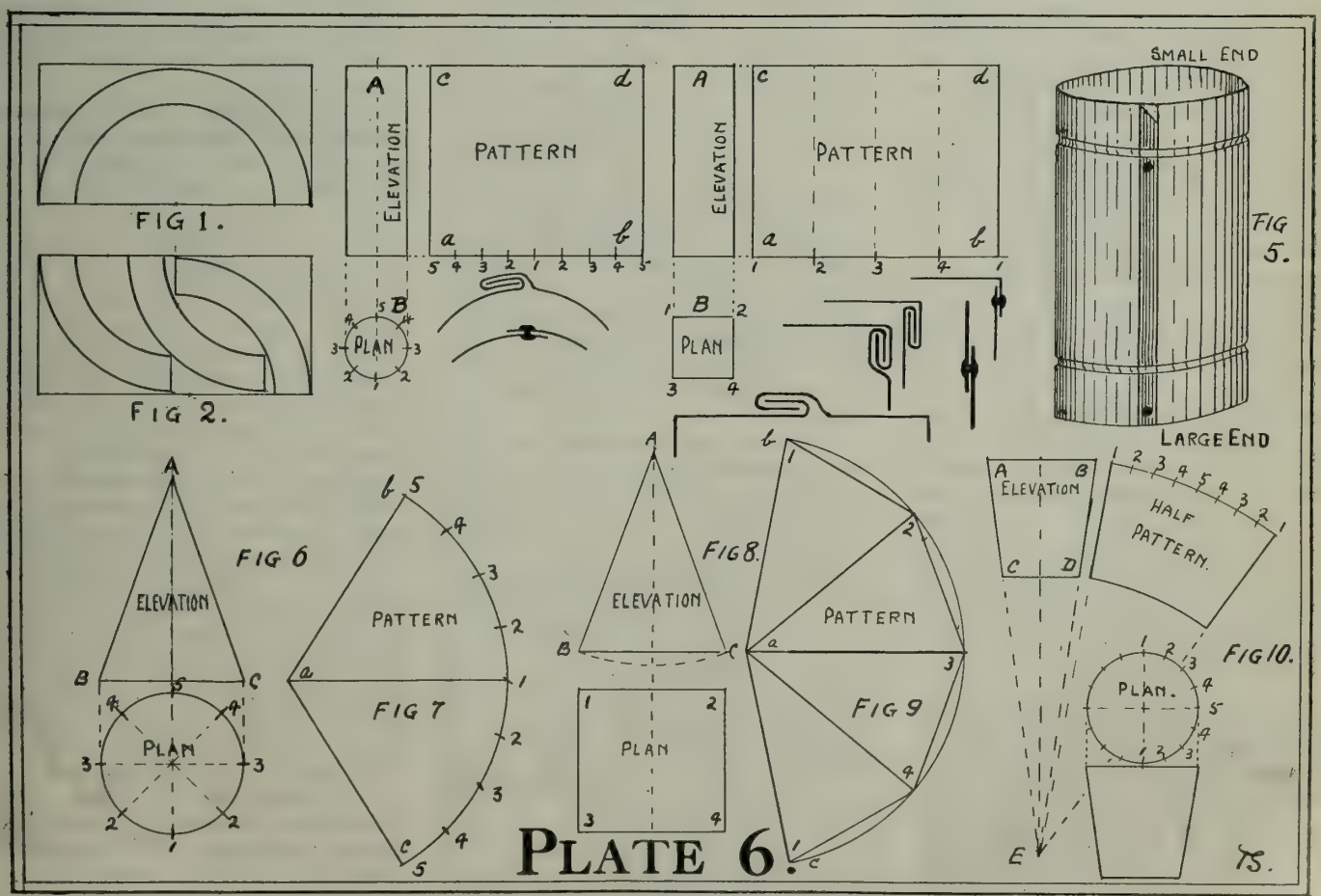
If a simple lap joint is to be made simply allow one width of the lap more than actual length of pattern. If a seam such as is shown it will be necessary to allow three times the width of the seam, this is done by adding twice the width at one edge and one width at the other edge. By examining the enlarged views of the seams this will be seen.

The perspective view of a stove pipe is shown in Fig. 5. It may seem a simple matter, but the writer has seen scores of hardwaremen who could not tell which was the small or large end of a pipe without trying the joints.

In making stove pipes it is a recognized practice to cut the corner off the small end, this is shown on the top of the seam.

Then again when the seam is riveted, the rivet in the small end is always below the bead and the rivet in the large

(Continued on page 47.)



EVENTS IN THE TRADE

To Build Garage

Davidson, Sask.—E. R. Mann & Son, hardware merchants have purchased additional property here and will build a garage 40 x 70 feet.

Oil Man Enlists

St. Thomas, Ont.—J. K. Tallen, for 15 years manager local branch Imperial Oil Co., has enlisted for active service with the 91st Battalion.

Becomes Paymaster

Saskatoon, Sask.—T. W. Faucett of the Faucett Hardware Co., has been appointed paymaster, and honorary-captain of the 203rd Battalion, which has already been given the name of No. 1 hard and has left for Winnipeg to take up his new duties. O. W. Faucett also of the Faucett Hardware Co. is enlisting in the same battalion. F. E. Faucett will carry on the business in the absence of his two brothers.

Ashdown Employees Enlist

Saskatoon, Sask.—The employees of the J. H. Ashdown Hardware Co. met recently at the home of Mr. and Mrs. H. E. Lawson, 516 Third Avenue, North, to honor W. Robinson, F. Woodman and H. Woods, who are leaving to join the 10th C. M. R. at Portage la Prairie, this making the total number on the honor roll of the firm's Saskatoon employees of eight men, one of whom died in action and another being invalided home.

Appointed Western Canada Representatives

The Stratford Manufacturing Company, Stratford, Ont., announce that in future they will be represented in the provinces of Saskatchewan and Alberta by Frederick Sara, 1309 12th St. West, Calgary. Mr. Sara will devote his whole time to the interests of the Stratford Manufacturing Company. H. S. Mussett Co., 202 Donalds Bldg., Winnipeg, are handling the line for the Province of Manitoba. The Stratford Manufacturing Company recently completed an addition to the plant 154 ft. x 40 ft.

Fire Losses

Merlin, Ont.—The hardware store of W. A. Barr, was detroyed by fire in a fire which destroyed two business blocks here.

An announcement appeared in last week's issue of Hardware and Metal regarding the disastrous fire at the seed warehouse of the Wm. Rennie Co., Toronto. The Company announced that although they have suffered a large loss in the fire, they have sufficient stocks at other warehouses to enable them to fill orders complete and take care of the coming season's trade.

Business Changes

Daysland, Alta.—Frank E. Block has purchased the hardware business of H. Keisel at Heisler, Alta., and will handle farm machinery in connection.

Uxbridge, Ont.—Reeve Rundle has purchased the hardware stock belonging to the estate of the late Robt. Carter.

Grimsby, Ont.—Messrs. Hess have sold out a large part of their interest in the Canadian Steel Specialty Co., and a new company will be formed, to be known as the Canadian Steel Specialty Company, Ltd., with a capital stock of $100,000. Harry Hess will remain with the new company as superintendent of works.

Hardwaremen Elected to Boards of Trade

The following hardware merchants have been elected to the councils of the Boards of Trade, in their respected towns:—R. Hawkins, Smiths Falls, Ont., J. A. Child, Cochrane, Ont.; J. W. Richardson, North Bay, Ont.; J. H. Fife, Ft. William, Ont.; Vic. Day, Reed Deer, Alta.; J. E. Robins, Watrous, Sask.; Malcolm Isbister, Saskatoon, Sask. has been elected President Board of Trade.

F. W. Koehler, Watrous, Sask., has been elected President Board of Trade.

C. F. R. Taylor, Carleton Place, Ont. has been elected Secretary Board of Trade.

W. F. Macpherson, Prescott, Ont., has been elected Secretary Board of Trade. O. B. Mueller, Mueller Mfg. Co., Sarnia, has been elected to the council of the Board of Trade.

Stony Plain, Alta., Feb. 14, 1916.
Hardware and Metal,
Toronto.

Dear Sirs,—

Enclosed find $2.00 *due you for paper for one year.*

We found it excellent the past year and would not be without it.

Yours truly,
H. Oppertshauser & Sons,

Obituary

Montreal, Que.—The death occurred here last week after a brief illness, of James Sclater, manager Asbestos Products Company.

Hamilton, Ont.—The death occurred here last week of John A. Spencer, who for many years was a superintendent with the D. Moore Co., and had been connected with the store business practically all his life.

Chatham, Ont.—John A. Morton, a pioneer business man of this city, died suddenly at his home, aged about seventy-eight. For more than forty years he conducted a hardware business, selling out about eight years ago. He is survived by his wife. When the Home Guard was organized last fall he was one of the first to join and was a regular attendant at drills.

Western Canada Notes

H. H. McBride, formerly traveler for the Imperial Varnish & Color Co., is now with the Geo. F. Campbell Co.

J. H. MacKenzie, Winnipeg traveler for G. F. Stephens & Co., who has been ill for several months, is recovering, but it will be several weeks before he is on the road again.

J. H. Ashdown, of J. H. Ashdown Hardware Co., Winnipeg, who recently underwent a serious operation at Rochester, Minn. is rapidly improving and is now at Washington, D.C.

The Geo. F. Campbell Co. have opened offices at 246 Somerset Block, Winnipeg, as manufacturing agents. Geo. F. Campbell has been in the West for a number of years, for the last five years being western manager of the Imperial Varnish & Color Co. He is handling cutlery and a large number of hardware specialties.

Among western hardwaremen who visited Winnipeg recently were, J. Heinricks, Aberdeen; M. Szutiak, Krydor; L. Arnut, Foxwarren; O. A. Sands, Yorkton; F. Field, Souris, Man.; M. Mellard, Melfort, Sask.; W. T. Collins, Lewvan; H. L. Smith, Liberty; A. Kilburn, Birnie; W. E. N. King, Neepawa, Man.; J. B. Stallwood, Mayfield; R. Dickey, Govan; J. B. Curran, Brandon, Man.; E. Worden, Weyburn, Sask.; A. P. McDonald, Carberry, Man.

Moved to New Office

Saskatoon, Sask.—The Imperial Oil Company moved into a new office on the second floor of the Connaught Block.

HARDWARE LETTER BOX

Clover Valve Grinding Compound

W. Hanna & Co., Port Carling, Ont.—Will you please tell us where in Canada, we can procure, "Clover Brand" valve grinding compound. It is manufactured by the Clover Mfg. Co., Norwalk, Conn.

Canadian Fairbanks-Morse Co., Montreal, Que., and Toronto, Ont. John Millen & Sons, Montreal, Que., and Toronto, Ont.—Editor.

Steel Window Sash and Frames

I. A. Blair, Ohotoko, Alta.—Kindly advise me where I can buy steel window sash and frames.

Metallic Roofing Co., Toronto, Ont., and Winnipeg, Man.; the Stanley Works, New Britain, Conn.; Steel & Radiation, Toronto, Ont.; The Pedlar People, Oshawa, Ont.; Winnipeg Ceiling & Roofing Co., Winnipeg, Man.; Winnipeg Steel Granary & Culvert Co., Winnipeg, Man.—Editor.

Strapped Ferrules

J. H. Still Mfg. Co., St. Thomas, Ont.—Will you let us know the names of firms manufacturing strapped ferrules?

Eley Bros., London, Eng.; H. Mueller Mfg. Co., Sarnia, Ont.; Williams Bros. & Piggott, Birmingham, Eng.; Canada Axe & Harvest Tool Co., Montreal, Que.—Editor.

Little Nell Parlor Cook Stoves

H. A. McLean, Midland, Ont.—Please give me the name of the firm making the Little Nell parlor cook stove. It is a baseburner with an oven at the back.

This stove was manufactured by Norton McKillop, of Kingston, Ont., but, they have been out of business about 15 or 20 years, so will not be able to give you supplies. McIntyre & Taylor of Toronto, state that they can most likely supply you with any parts required.—Editor.

Soft Linseed Oil Soap

H. J. Stafford, Montreal, Que.—I am particularly interested to know the names of manufacturers of soft linseed oil soap, and would be glad if you could give me this information.

Canada Paint Co., Limited, Montreal, Que.

Sherwin-Williams Co., Limited, Montreal, Que.

Canadian Economic Lubricant Co., Ltd., Montreal, Que.

Imperial Varnish & Color Co., Ltd., Toronto, Ont.

McColl Bros. & Co., Toronto, Ont.

Canadian Oil Companies, Limited, Toronto, Ont.—Ed.

Iron Fire Escapes

Enquirer, Dutton, Ont. (name on request).—Kindly advise us who makes iron fire escapes for public buildings.

Dennis Wire & Iron Works Co., Ltd., London, Ont.

Hutchinson & Sticht, Montreal, Que.

Robert Donaldson & Son, Montreal, Que.

The John Whitfield Co., Toronto, Ont.

Canadian Ornamental Iron Co., Ltd., Toronto, Ont.

Ontario May-Oatway Fire Alarms, Ltd., Toronto, Ont.

Montreal Architectural Iron Works, Montreal, Que.—Ed.

Personals

William Casey, who has held the position of assistant general manager, has been promoted to be manager of the Canadian Locomotive Co., Kingston, Ont.

Flight Lieut. Strachan Ince, of Toronto, and at one time with the Canadian Fairbanks-Morse Co., Front street, Toronto, has been awarded the D.S.O.

P. D. Ross, of Ottawa, has been appointed by the Provincial Hydro-Electric Commission as its representative on the Ottawa Hydro-Electric Commission.

E. Ronan has resigned from the position of manager of the small tool department of H. W. Petrie, Ltd., Toronto, and has enlisted for overseas service.

Industrial Notes

Sault Ste. Marie, Ont.—The Algoma Steel Corporation will erect a new building, 120 x 350 feet, at a cost of $50,000.

North Vancouver, B.C. — The Vancouver Creosoting Co. are building a factory here. Contracts have been awarded.

Guelph, Ont.—The Louden Machine Co. purposes making an extension to its factory. Estimated cost, $15,000 and $20,000.

Hamilton, Ont.—The United Gas and Fuel Co., have decided to build a $2,000,000 coke oven plant. Work will commence early in the spring.

Toronto, Ont.—White & Thomas, 212 Simcoe street, are building an addition to their plant for the manufacture of galvanized iron products.

Guelph, Ont.—A new foundry for the making of small castings will be erected in the spring. The building will be 100 x 50 feet, and under the management of Alex. Callander.

Weedon, Que.—The Weedon Chemical Co. is rebuilding its plant, which was recently destroyed by fire with a loss of $60,000. The company will also build another factory, for which it is now looking for a site.

Granby, Que.—The F. S. Carr Rubber Co. has taken over the old factory of the Walpole Rubber Co. here, and is installing a complete power system, including steam boilers, engines, generators, etc.

Fort Erie, Ont.—The directors of the International Safe Co. at a meeting held here recently decided to build an addition to the plant, which will double the capacity.

Brampton, Ont.—The council have under consideration a proposal to establish a rubber and tire factory here. Frank D. Law is interested in the scheme. A by-law will be voted on.

Windsor, Ont.—Plans are being prepared by A. R. Bartlet, of this town, for the erection of a factory at Windsor or Walkerville, Ont., for the Chalmers Motor Company, Detroit, Mich., to cost $65,000.

Chatham, Ont.—The American Well Works Co., of Aurora, Ill., have started putting the local plant into shape for manufacturing operations. The company make well drilling outfits and pumping machinery. F. J. Lukins will be manager of the Canadian branch.

Montreal, Que. — The following officers and directors were elected at the annual meeting of the Dominion Wire Rope Co.; F. W. Fairman, president; F. H. Hopkins, vice-president and general manager; J. C. Riddell, secretary-treasurer; George P. Butters, E. E. Fairman, and Dr. C. W. Colby.

St. Catharines, Ont. — An American firm has opened a plant here for reducing potash from wood ashes. It is altogether likely that in a short while the feldspar from the Frontenac mines, near Kingston, will be shipped to the plant for the same purpose.

New Incorporations

The Toronto Builders Supplies, Ltd., has been incorporated at Toronto with a capital of $50,000 to manufacture builders' supplies of all kinds. Head office to be at Toronto.

The Overland Tire & Rubber Co., has been incorporated at Ottawa with a capital of $50,000 to carry on the business of manufacturers of rubber and rubber tires. Head office to be situated at Montreal.

The Dominion Dustless Sweepers, Ltd. has been incorporated at Ottawa, with a capital of $200,000 to manufacture street cleaning machinery, at Peterborough, Ont.

The Salt & Potash Co., of Canada, Ltd., has been incorporated at Ottawa, with a capital of $500,000 to manufacture, methylate, chemicals, spirits, explosives and other products. Head office to be situated at Toronto, Ont.

The Utility Electric Manufacturing Co., has been incorporated at Toronto with a capital of $40,000 to manufacture electric ranges, stoves, heaters, and any or all kinds of electrical goods or appliances. Head offices to be situated at London, Ont.

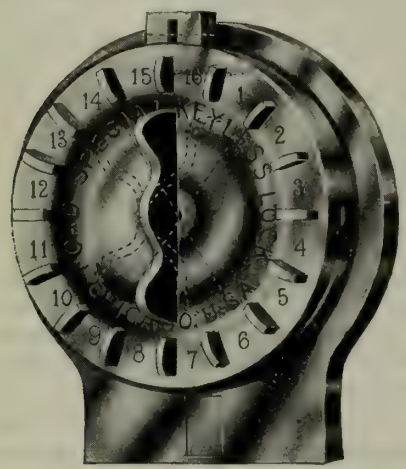
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

KEYLESS LOCK FOR FORD CARS

The Lockwell Company, Great Northern Building, Chicago, have produced an additional keyless lock which is made especially for Ford automobiles. Their first creation was the larger switch-lock, named the Chicago Keyless Lock, a keyless device for locking the ignition system on all automobiles, and is substituted for the original switch on all cars.

By reference to the illustration the dimensions of the present Ford switch-head is correctly depicted. The lock is attached to this switch-head, and the wiring is in no way disturbed. It can be placed in operating position by any person in three minutes. There are sixteen buttons in the combination, any number of which may be selected for your individual combination—2 or 3 or



Keyless Lock for Ford Cars

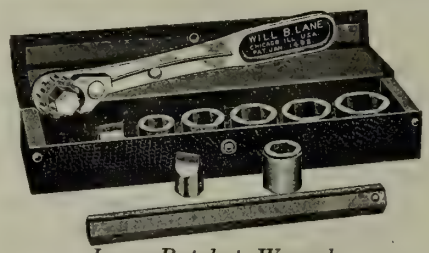
4, etc.,—and these must be pressed simultaneously to open. There are over 20,000 workable combinations, which the makers state can be changed at will in five minutes. One motion locks, one motion unlocks, gloves on or off, and operated at night without aid of a light. When locked switch lever cannot be removed. It is made of steel, nickel-plated and highly polished.

LANE RATCHET WRENCH

Will B. Lane, 180 North Dearborn street, Chicago, Ill., is marketing a new ratchet wrench consisting of a long ratchet handle, cold broached, case hardened steel socket and screw driver bits, and is constructed so that nuts located close to walls can be turned easily.

The makers state that the sockets are warranted not to break or split and will fit three standards and automobile nuts.

A special Ford set includes six sockets, which it is claimed will fit every



Lane Ratchet Wrench

nut and bolt head on that make of car, including cylinder head.

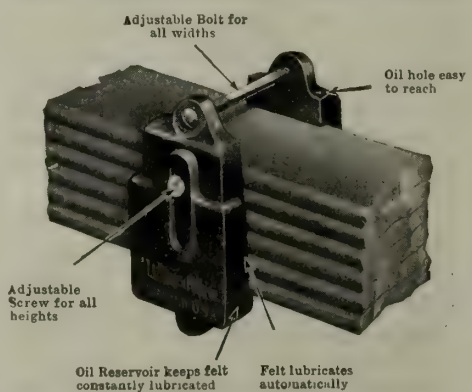
The standard set does not include the extension bar but has seven sockets which fit three standards of nuts.

NEW PLASTERING TROWELS

The Nicholls Mfg. Co., Ottumwa, Iowa, are putting on the market a copper plated plaster trowel. This, the makers claim, is a great improvement over the old style polished steel trowels, as it will not rust and lasts longer. It is made out of the finest quality crucible spring steel, blades and mountings full polished and copper plated. Ten and twelve rivets, stiff mountings, flexible blades, straight edges, perfect hang, light weight.

ADJUSTABLE SPRING LUBRICATOR

The Lazarus Manufacturing Company, of 762 Euclid avenue, Cleveland, Ohio, have added to their line of auto accessories, an adjustable spring lubricator, so designed and constructed as to fit all sized springs from a Ford to the largest truck.



Adjustable Spring Lubricator

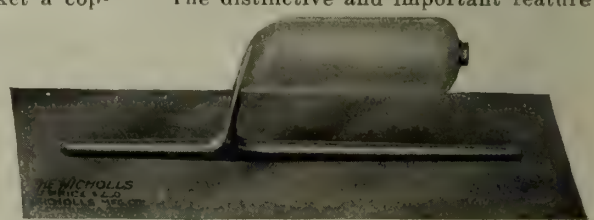
The lubricators are very easily attached and by capillary attraction the oil is automatically fed between the leaves thereby stopping squeaks, keeping out rust, minimizing breakage and adding to the riding comfort of the car.

Literature on this spring lubricator states that there is as much friction between the leaves of the springs when in motion as in any other part of the car. Spring manufacturers claim that rust is the cause of 80 per cent. of spring breakage and this itself is caused by lack of lubrication.

NEW SPOKE SHAVES

Two new numbers have been added to the line of Spoke Shaves manufactured by the Stanley Rule & Level Co., New Britain, Conn.

The distinctive and important feature



Nicholls Copper-plated Trowel

is the method of adjustment. This, it is said, can be done quickly and accurately both endwise and sidewise by means of

New Stanley Spoke Shave

the two adjusting screws which engage the slots near the top of the cutter.

The lever cap fastens the cutter in such a manner as to bring an even pressure on the cutting edge.

The cutters are made from a high grade of steel, well tempered and sharpened and ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

Made in two styles—No. 151, which has raised handles, and No. 152, having straight handles.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The upward tendency in hardware prices continues and a number of important price changes have taken place during the past week. Although quotations on many lines are now abnormally high, indications point to further advances in the near future. Among the many lines which have advanced in price during the past week are: chisels, bench axes, valves, bolts, nuts, tacks, capped goods, lawn mowers, lumbering tools, cross-cut saws, carpenters' tools white lead in oil, solder, charcoal, tin and terne plates, boiler rivets, hoop steel, sheet lead, builders' hardware, chain, tin and galvanized ware, shot. The new prices on ready-mixed paints announced some time ago to go into effect March 1, are now in effect. Linseed oil is weaker and has declined at Montreal. Turpentine has declined sharply. White lead in oil has advanced 25 cents per 100 lbs. Lead, zinc and all chemicals used in paint-making are high in price and very firm. Paris green prices announced for 1916 are more than double the prices quoted last year. The recent heavy snowfalls and cold snaps have created activity in winter hardware lines. The outlook for spring trade is very satisfactory at present. A number of price changes are predicted for the near future.

MONTREAL

MONTREAL, March 3.—Following in the wake of the recent strong upward movement of metals which only served to detract attention from, rather than interfere with the steady advance of steel, there are adjustments of prices to higher levels in the hardware trade on as broad a scale as has been indicated at any time since the outbreak of the war. Not only have there been such advances in such lines as boiler plates, black sheets, tin plates, lead sheets and indications of others to affect other similar products but in the higher manufactures including general shelf goods there have been many changes. Where the upward movement will end is as much a question as it has been for weeks; in fact there are reports that certain American steel authorities figure that a few months hence may prove that at the present time the movement in that metal has only commenced. Buying is on a fairly heavy scale but is not so active as some weeks ago and there are indications that the trade may have protected itself fairly well—and even though there may be many further advances this does not off-set the fact that levels are already very abnormal.

Business has continued brisk with a general movement of staple lines to country districts but as yet small improvement in the city. It is also noted that such spring lines as carpet sweepers, vacuum cleaners, mops and polishes are in improved demand and this is taken as a forecast of good business in such goods. Delivery of heavy goods is also good considering that the reduced freight rates do not go into effect for another month.

During the week there have been advances on: solder, charcoal, tin and terne plates, black sheets, corrugated galvanized sheets, boiler and tank plates and heads, hoop steel, sheet lead, Babbitt metal, bolts and nuts, boiler rivets, builders hardware, fancy butts, Disston's tools and some Stanley lines, plumbers supplies, brass and nickel safety chain, Jenkins valves, copper wire, Stillson wrenches, soldering irons, copper oilers, cross cut saws, lamp black, Paris green, tin and galvanized ware, shot and some old materials.

Predictions are for general advances along the lines mentioned with special emphasis on, screws, pipe, galvanized sheets, sheet and bar copper, lumbering tools, shovels and scoops and lead pipe.

Tin a New Leader. — Following the sensational pace set by copper in the metal markets, tin has taken the leadership and the local quotation has been moved up 2½ cents. On this advance the market is very strong and further increases in the prices may be looked for immediately. The movement is a reflection of the New York market, where sensational gains have been recorded since last report. During the early part of the week New York developed an extraordinary situation in spot and the market was bid up as high as 50 cents, which covered a gain of about 8 cents on the week. This quotation, however, may be regarded as nominal in character and probably by the time this reaches the reader there will have been a reaction to levels more in accordance with the local quotations. New York appears to have been demoralised by a temporary shortage of supplies due to non arrival of expected shipments; in one day an advance of 5 cents a pound was indicated by the bids recorded. Montreal quotation: 49½-50c—strong.

Copper steady and firm.—The quotations of a week ago, which indicated that copper had reached a high record for forty years, as the result of buying for munitions purposes, are well maintained in this market and the indications are that the level will at least be held for a considerable period with possibilities of further advances. New York is holding up to last week's quotations largely on the influence of London. Output of refiners continues close to record-breaking limits but there are difficulties in making deliveries to the coast. Spain has appeared in America as a heavy buyer which is a new and unusual development for strength. Montreal quotation: 32-32½—very strong.

Lead is Going Up.—Although there is no general advance on the quotations for lead established on a new basis last week, the situation is very strong and it is predicted that there will be further advances in the near future. New York reports the same quotation by the American Trust as last given, but, largely under the influence of London, there has been an advance of 10 to 20 cents on holdings by second hands—a movement which the Trust will probably follow shortly, as it is evident that they are not looking for business at the official quotations. Montreal quotation: 8¾-9 cents—strong and advancing.

Spelter is Steady.—Spelter is steady in the local market on the recent advances. Outside influences are not significant. New York at the latter part of last week felt a weaker state but this passed with renewed advances in London. An unsetteld condition in the market is that certain producers are holding for higher prices in view of the export market because they have old freight contracts under which they can transport at lower cost than the transient business is handled. Montreal quotation: 24-24½—steady.

Antimony Easier.—There is an easier feeling in the local antimony situation and the nominal quotation has been brought down to a working basis of 48 cents, a decline of 2 cents. The change locally comes without any evidence of outside influence. New York showing no change, but it has been recognised that for some time there has been a considerable spread in the price levels, and it

may be that an effort is being made to encourage business. Montreal quotation: 48 cents.

Aluminum is Puzzling.—In view of the fact that during the week there has been a considerable advance on Aluminum in New York, it is difficult to explain an easier tone in the local situation, as indicated by a decline of 2 cents in the quotation of some local houses. However, the conditions in this market are so mixed that it is difficult to find a basis. For some time the market level has been so high that ordinary consumption has fallen to a low level and it may be that dealers with stocks on hand are endeavoring to encourage business, despite the general trend of the outside markets. Another theory which might be advanced is that the lower quotation applies to remelt or alloy as against virgin. Market nominal.

Sheet zinc is steady at last quotations of: casks 31 cents and part casks 31½ cents.

Solder Again Scores.—On the head of an advance of 1 cent on solder prices reported last week, there has been a further gain of the same amount this week. The sensational advance of tin is undoubtedly the responsible influence and, unless there is a reaction with regard to this metal, still higher prices are to be expected. At the same time it is somewhat difficult to trace the action of the market owing to the different brands and qualities being manufactured to suit the condition. The Montreal market is about as follows: Commercial half-and-half 29c-30c — Strictly half-and-half, 31c-32c.

Iron and Steel Situation.—The situation as regards manufactured steel and iron is still without important change and certainly without improvement. In fact there are reports from Pittsburg to the effect that the developments of the next few months may make the present situation, abnormal as present prices are, comparatively easy; some predictions are that heavy rolled steel products will be at 5 cents the pound—Pittsburg—by the end of the year. This would appear to be taking an extreme view of the situation. However, with the difficulties in securing supplies continuing much as they have been for several months, and no improvement in the outlook, and with deliveries exhausting the existing stocks, there would appear to be every reason to look for advances from time to time. Locally the buying is in fairly heavy volume but not so excited as some weeks ago and there are indications that the trade has protected itself fairly well against the continued elevation of prices. American reports this week indicate that further advances are to be looked for on tin plates, galvanized sheets, boiler plates and black sheets with other products in a very strong position.

Charcoal Tin Plates.—Following the advance of charcoal tin plates of 25c recorded last week, there has been a further increase of 50 cents. These increases come following important changes in the American situation to which reference has been made. New quotations for Allaway's Best, standard quality, are:

IC 14 x 20 base	$6 75
IX 14 r 20 base	7 75
IXX 14 x 20 base	8 75

Charcoal Terne Plates.—For the same reasons as above there has been another advance made on charcoal terne plates, the third in as many weeks. On the Dean or 1 G grade—I C, 20 by 28, 112 sheets, 216 lbs., the quotation remains at $10.00 while the 200 lbs. has been advanced to $10.25—an increase of 50 cents.

Black Sheets Again Higher.—Another advance on several weights of black sheets is recorded. The 10 to 16 gauges —inclusive—are affected to the extent of 50 cents, while the other gauges remain as before. The change is due to the fact that it is practically impossible to get any assurance of deliveries of the gauges referred to. Quotations are now as follows:

10 gauge, $4.00; 12 gauge, $4.10; 14 gauge, $3.85; 16 gauge, $3.90; 18-20 gauge $3.55; 22-24 gauge $3.65; 26 gauge, $3.70 28 gauge, $3.80.

NEW DISCOUNTS IN BOLTS

Applying to standard lists

Carriage Bolts ($1.00 list), ¾-in. dia. and smaller	52½%
Carriage Bolts ($1.00 list, 7-16-in. dia. and larger	37½%
Machine Bolts, ¾-in. dia. and smaller	52½%
Machine Bolts, 7-16-in. dia. and larger	42½%
Sleigh Shoe Bolts, ⅝-in. dia. and smaller	42½%
Sleigh Shoe Bolts, 7-16-in. dia. and larger	37½%
Coach and Lag Screws	60 %
Skein Bolts	55 %
Square Head Blank Bolts	42½%
Bolt Ends	42½%
Plow Bolts	42½%
Elevator Bolts	42½%
Fancy Head Bolts	35 %
Shaft Bolts ($3.00 list)	35 %
Step Bolts, large head ($3.00 list)	35 %
Whiffletree Bolt	35 %
Nuts, square	$2.75 off list
Nuts, hexagon	$3.00 off list

Terms: 2% off 30 days from date of shipment.

F.O.B. Toronto, London, Hamilton, Montreal.

Corrugated Sheets Are Up.—Important advances have taken place on corrugated galvanized sheets. In view of the fact that other quotations for sheets are given by the 100 pounds, Hardware and Metal has adjusted prices to this basis. New quotations follow:

18 gauge, 100 lb. $5.80; 20 gauge, 100 lb. $5.80; 22 gauge, 100 lb. $600; 24 gauge, 100 lb. $6.15; 26 gauge, 100 lb. $6.85; 28 gauge, 100 lb. $7.15.

Galvanized Sheets As reported last week, the situation in galvanized sheets is very firm and advances are being predicted. Increases in price would appear to be logical in view of the recent strong upward tendency of black sheets and plates.

Boiler Plates Go Up.—An important advance on boiler plates has been made this week, the upward movement being the result of the general tendency of the market for steel and iron products. On plates the advance is 55 cents; and on heads and tank plates 45 cents. New quotations follow:

Plates, ¼ to ½ inch, per 100 lbs.	$3 40
Heads, per 100 lbs.	3 65
Tank plates, 3-16 inch	3 70

Hoop Steel Advances.—A big increase on the prices for hoop steel has gone into effect. This is the result of the general movement of manufacturers steel. The present advance is about 50 cents on the many different sizes.

Other Metal Products.—Products of such metals as copper and lead are also very active as the result of the developments in the metal markets. Material advances are to be looked for following the increases which have recently been registered. A number of lines are already affected.

Sheet Copper to Go Up.—With copper in the highest position it has occupied in over 40 years, products of that metal are beginning to feel the further effect of the recent advances. Copper is sheets and bars, while generally on the basis last reported, shows evidence of immediate change and there will probable be higher quotations before next report.

Brass Products Also.—Brass products also are very firm and higher prices, although not so definitely forecast as in the case of copper, are the logical development of the present metal situation.

Sheet Lead is Higher.—On the strength of the advances in the lead market there are increased quotations by 1 cent on lead sheets and lead wool. New quotations follow:

Lead Wool, 12c lb.; Sheets, 3 lbs. sq. ft. $11.00; Sheets, 3½ lbs. sq. ft., $10.30; Sheets, 4 to 6 lbs. sq. ft.. $10.75; Cut sheets, ½c per lb. extra; Cut sheets to size, 1c per lb. extra.

Situation in Nails.—The situation in nails is firm on the basis of $3.20 for wire. Last week there was a temporary advance made by some wholesalers on the strength of an increase by one manufacturer but there was a quick reaction. However, a further general increase would not be surprising in view of the position of wire.

Babbitt is Higher.—An increase of 2 cents on babbitt is indicated by the new quotations issued by Thomas Robertson & Co., Ltd., as follows: No. 1, 32c; No. 2, 23c; No. 3, 19c.

In Hardware Lines. — While there have been the important advances in manufactured metals referred to, the more general effect of the increases this week is in connection with highly manufactured hardware lines. Important readjustments on tools, bolts, builders hardware, plumbers' supplies, etc., affect a large number of departments, many of the changes being too great in detail for extended description in this report.

The New Discounts on Bolts.—A further general increase on the bolt list is indicated in the announcement of new discounts. The change is about 5 per cent. and is the direct result of the rising cost of the raw materials. New

discounts are shown in current quotations.

Boiler Rivets Up.—A new quotation for boiler rivets covers a considerable increase. The base price is now $4.25 as compared with $4.50 formerly. Extras continue as before.

Builders Hardware Higher.—A new list on builders hardware has been issued by the Peterborough company covering practically all lines—steel, brass and bronze. The advance appears to be about 5 per cent. on the majority of lines with some slightly higher. This is the third change in an upward direction announced on the company's lines since the outbreak of the war, and, with the recent developments in the markets for raw materials, it is doubtful if further advances will be long deferred.

Fancy Butts Go High. — On fancy brass butts, including narrow, broad, desk and shutter, an advance of about 25 per cent. has been advanced. This makes a total increase of about 100 per cent since the outbreak of the war.

Disston's Tools Up. — General advances on the Disston line of tools have gone into effect. These include all kinds of towels, squares saws, levels, etc. The advance on the average is from 5 per cent. to 7½ per cent. and there are reports on good authority that it will not be long until there are further changes in an upward direction.

Stanley Goods Also.—Certain of the lines of the Stanley Rule and Level Company, particularly rules and braces, have been advanced on an average of about 5 per cent.

Plumbers' Supplies are Higher.—There is an advance on many lines of plumbers' supplies, particularly those manufactured of brass or bronze. Brass stop cocks and impress bibs are now on a basis of 70 per cent. discount.

Brass Safety Chain Advanced.—Higher prices are being quoted for both brass and nickel safety chain. The new figures are as follows:

Doz. yards	Brass	Nickel
3-0	90c	1 00
2-0	96c	1 10
1-0	1 15	1 30
1-0	1 45	

Jenkins Valves. — Valves with other manufactures of brass and bronze are being subjected to advances with the rising cost of raw materials. A quotation of 30 per cent. off as compared with 37½ per cent. formerly is given by a local wholesale house.

Copper Wire Goes Up.—With the rise in the copper market there has been an important advance on copper wire. Generally speaking the discount off is now 10 per cent. as compared with a former discount of 25 per cent.

Stillson Wrenches — In connection with the advances on wrenches a local wholesaler quotes a discount of 70 per cent. up to 24 inch and 67½ per cent. on larger sizes.

Soldering Irons Higher.—Another advance on soldering coppers is reported. A wholesale quotation follows: 1 pound 63c pair 1½ pound 90c pair; 2 pound, $1.15 pair; 2¼ pound, $1.40 pair; 3 pound, $1.65 pair; 4 pound, $2.25 pair; 5 pound, $2.80, pair; 6 pound, $3.30 pair; 8 pound, $4.50 pair.

Copper Oilers Higher.—Copper oilers are advancing with the general upward movement of copper products and a material increase on the old quotations is announced by wholesalers.

Lumbering Tools.—Lumbering tools are going to be affected in the general advance of metal products and wholesalers forecast a considerable increase on the quotations for Pink's goods.

Cross Cut Saws.—With the upward movement of steel of high quality there has been a material increase in the manufacture of cross cut saws and one manufacturer has advanced his prices about 10 per cent; others are expected to follow.

Shovels and Scoops. — With the increased cost of manufacture of steel goods there are indications that higher prices will shortly be put into effect on shovels, scoops and spades. Reports on good authority predict this as inevitable.

Screws. — Despite the very material advances which have been made on the prices of screws there are reports in the local wholesale trade that these are to be followed by others in the near future.

Lamplack Much Higher.—There have been several increases in the cost of lampblack recently and these have affected quotations to the trade. One house quoted as follows for Germantown:

¼ lb. packets	28c
½ lb. packets	18c
1 lb. packets	14½c
Assorted	18c

Paris Green Prices.—New prices for Paris Green are now in effect and the advance is a startling one. The basis is over 200 per cent. higher than the first quotations of a year ago. Quotations for Canada Paint Company were given last week in the Paint Market of Hardware and Metal. The prices for Bergers are about ½ cent higher all round.

Lead Pipe to Go Up.—In view of the advances which have taken place in the cost of lead higher prices for lead pipe may be looked for shortly, probably before another week if there is no reaction. Lead pipe is now quoted 10½c and lead waste pipe 11½c.

Iron Pipe Strong. — Despite the advance on wrought iron pipe recorded last week the situation is very firm and there are predictions being made that there will be higher prices in the near future.

The Spring Movement.—In addition to a movement of sugar utensils and tools referred to last week there are other signs of spring business now noted in such lines as polishes, mops, carpet sweepers and vacuum cleaners. Generally speaking the movement of spring lines is satisfactory considering that the season is yet comparatively early.

Tin Ware Higher.—With the rise in the tin market there have been advances on tinware. New discounts are as follows:

General discount	25-5 per cent.;
Creamery cans	35 per cent.
Railway cans	40 per cent.

A readjustment of the basis of the discounts has been made so that there are now only the two exceptions indicated above.

Galvanized Ware.—Increases have also been made on galvanized ware, the new discounts being: Dufferin pails, English pattern pails and washtubs 20 per cent. and coal hods 12½ per cent. The former discount was 20 and 10 per cent.

Old Materials Still Higher. — Still higher prices are being quoted for different scrap metals with the general advance in the metal markets. New quotation this week are: Brass, light, 11¼ cents lb.; Zinc, heavy, 15½ cents lb. Copper, heavy, 13 cents lb.

Shot Up Again.—Following the rise in the lead market there has been another advance in shot, the Montreal basis being increased to $12 net.

TORONTO

TORONTO, March 2.—Conditions in the hardware trade are much the same as last week as regards volume of business and general upward tendency in prices. The local teamsters' strike has been settled, and the congestion of freight at the terminals is being rapidly relieved. The embargo which the railways placed on many classes of shipments consigned to Toronto has been lifted, and conditions locally are now practically normal. Some inconvenience is, however, being experienced on account of the embargoes existing on some Eastern railways in United States on goods consigned to ocean ports. This embargo is delaying shipments from manufacturers in the States to Canada. The situation as regards ocean transportation has not improved. The shortage of tonnage and abnormal freight charges are causing considerable anxiety, and delays are also helping to increase the cost of the goods. There have been no serious developments in the Eastern States with regard to labor troubles, but the situation has not improved very much. Manufacturers continue to have considerable difficulty obtaining raw materials in sufficient quantity to fill their requirements, and the outlook in this re-

SALESMAN WANTED

We want a clean-cut, aggressive salesman of good personality to represent Hardware and Metal in excellent territory, as advertising salesman. Apply giving full particulars and references to The Manager, Hardware and Metal, Toronto.

gard is getting serious. Prices of ingot metals are high and with little or no indication of a decline.

Prices Still Advancing.—The upward tendency in prices continues, and many lines have been affected. There have been fewer changes in staples this week, the market being steadier following the numerous advances announced last week. Indications, however, point to higher prices in many lines in the near future as conditions in the raw material markets show no improvement and are gradually getting more acute. Prices of all raw materials continue to advance, and many are becoming very scarce, thus affecting many lines of hardware. A further advance of 5 per cent. has been made in saws and carpenters tools. Firmer, framing, and other lines of carpenters' chisels, draw knives, bench axes and kindred lines have all been advanced by the makers, who have intimated that a further advance will be necessary in the near future. An advance of 15 per cent. has been made in valves, while plumbers' brass goods are also up 20 per cent. A new discount of 75 per cent. has been issued on hardware tacks, nails and capped goods. Advices received from manufacturers of ready roofing and similar lines indicate that a sharp advance in prices is probable in the immediate future. Lumbering tools have all been advanced, and manufacturers have intimated that a further increase in prices may be announced about the end of the month. A prominent hardware manufacturing concern in Ontario, who recently raised their prices 7½ per cent., have made another advance of 5 per cent. on all their lines. Prices of lawn mowers have been advanced 10 per cent. Makers of cross-cut saws have advised the trade of an advance in prices.

Metals Firm.—The metal markets continue strong, and the high levels of last week have been well maintained. Indications rather point to a cessation in the activity which has prevailed in nearly all the metals during the last few weeks. The upward movement of copper seems to have stopped at any rate in the meantime, but the market is still strong, and there is no indication of any recession. A tight situation has developed in the tin market at New York, and prices advanced sharply, but has not so far affected the local market, although there is every possibility of higher prices in the near future. Spelter is firm and unchanged, although higher in London, due to a scarcity of spot metal. The lead market is very strong; a tight situation exists caused by a scarcity of spot metal. Antimony is unchanged, and the market is firm, due to a continued scarcity of nearby metal. There is a continued scarcity of spot aluminum, and the market is very strong, but unchanged.

Copper Firm.—The upward movement has apparently stopped, but the market is very strong and the situation unchanged. Buyers are reported to be well supplied for immediate needs, and not inclined to increase their future purchases unless consuming requirements are affected. The position of copper is a sound one, and the present price, although higher, is due entirely to actual supply and demand. It is, therefore, highly probable that the present level will be maintained for some time to come. Quotations are unchanged and nominal at 30½c per pound .

Tin Strong.—A tight situation in the tin market in New York caused a sharp advance to 50c in that market; the local market, however, has not as yet been affected. The market in London continues to advance, but the reason for the movement is not clear, but some importers claim that it is on account of difficulties in obtaining permits and that there is very little metal for delivery in the next two or three months for sale. Quotations are very firm, but unchanged at 48c per pound.

Spelter.—Spelter is higher, following an advance in London, although the New York market is dull and easy. The demand for spelter from the brass mills continues heavy, but the price is too high to interest the galvanizing trade. Spelter has advanced 1c, and is now quoted locally at 25c per pound.

Lead Strong.—Prices are unchanged at the "Trust" price of 6.30c, New York, but higher in the outside market. The market has an upward tendency, and higher prices appear probable, as a tight situation for spot lead has developed in the New York market. Local quotations are firm at 8¼c per pound.

Solders.—Quotations are unchanged at last week's level, but the market is firm and higher prices may develop in the near future owing to developments in the tin market. Prices of solders are given in the current market quotations.

Valves, New Discounts.—Owing to the increase in cost of raw materials, prices of valves and plumbers' brass goods have advanced. New discounts have been issued, and are as follows:—Globe, angle and check valves, with brass body, 37½ per cent.; same type of valves with iron body, 45 per cent.; brass gate valves, 45 per cent., and iron gate valves 60 per cent. In plumbers' brass goods, valves for ground work are 56 p.c.; standard compression work, 65 p.c.; high-grade compression work, 59 p.c.; cushion work, 50 p.c.; filler work, 58 p.c.; No. C, 58 p.c.; Nos. 1 and 2 basin cocks, 53 p.c.; flatway stop and stop and waste cocks are 60 p.c., while roundway are also 60 p.c. The advance is equal to about 10 per cent. for valves and 5 per cent. for plumbers' goods.

Galvanized Sheets Firm.—The galvanized sheet market continues very strong, and higher prices are looked for in the near future. The continued steady advance in spelter is restricting the output of galvanized sheets and increasing cost of production. The high cost of black sheets and acids is also affecting the situation adversely.

Iron Rivets Advance.—A new discount of 55 per cent. on iron rivets and burrs has been issued. The former discount was 60 per cent.

Bolts and Nuts Higher.—A new list of discounts has been issued by makers of bolts and nuts, making the new prices about 5 per cent. higher. The new discounts are given on page 44.

Hardware Tacks Up.—Makers of hardware tacks, nails and capped goods have made a change in the discount from 80 and 20 per cent. to 75 and 25 per cent.

Ready Roofing.—Prices of ready roofing are very firm, and indications point to a sharp advance in the immediate future.

Lawn Mowers Advance.—Makers of lawn mowers have advanced prices 10 per cent. owing to the increase in cost of raw materials.

Lumbering Tools Up.—Following the withdrawal of prices on lumbering tools, makers have now raised their prices, and there is a possibility of another advance towards the end of the month.

Plow Lines Advance.—Prices of plow lines have advanced on account of the increase in cost of fibres. Russian hemp plow lines are now quoted at $3.80, and bleached flax at $5.75 per dozen pairs.

Chisels, Draw Knives, etc.—Prices of firmer, framing and other lines of carpenters' chisels, draw knives, bench axes, etc., have all been advanced by the makers. It is possible that a further advance will be announced later.

Saws and Tools Higher.—Makers of saws and tools have announced a further advance of 5 per cent. Prices of cross-cut saws are also higher.

Utensils.—Galvanized and japanned ware are firm at the new discounts announced last week. Tin and copper ware firm and unchanged, but it is expected that makers will raise their prices to cover the increase in cost of production, due to the prevailing high prices of raw materials.

Wire.—The market is strong, and wire is firm at the new price of $3.45 base announced last week. The market in the States is very strong, and prices of wire and wire products are advancing steadily, which may in the near future result in high prices locally. Galvanized wire particularly is being affected by prevailing conditions, and quotations are practically nominal.

Poultry Netting.—Although poultry netting is unchanged, the situation has not improved, and makers are experiencing the greatest difficulty in obtaining raw materials. Wire and spelter have been going up steadily for some time, and prices of netting are bound to be affected. There is practically no netting being imported, and almost the entire demand has to be supplied from domestic plants.

Wire Nails.—The market is strong, and wire nails are unchanged at $3.15 per keg base. Cut nails are still quoted at $3.20 per keg base. The wire rod situation is getting more acute, as the mills are getting further behind on deliveries ,and the price continues to advance steadily.

Rope Strong.—The outlook in the cordage industry is not encouraging, and there is little hope for improvement until the war stops. Conditions in the fibre markets are steadily getting worse,

as the shortage of raw materials is becoming more acute and values are increasing. The shortage of tonnage and abnormal high freight rates are affecting the situation more than any other cause, and there is no relief in sight. Prices of all ropes are very firm and unchanged, and an advance would not cause much surprise.

LONDON

LONDON, Feb. 29.—Business in this centre continues in a fair condition. Merchants are busy taking shipments of booked goods and are getting ready for the spring trade. The general outlook for spring business is on the whole good. Prospects in the building trade are not as numerous as usual consequently business through this channel cannot be expected in as large quantities as heretofore. Collections on the whole have been good. There have been several price changes during the week. The trend on the whole is upward, with the exception of turpentine, which has taken a drop of 9 cents per gallon.

Drop in Turpentine.—Turpentine in barrel lots is quoted at 78c per gallon, 2 to 4 bbl. lots, 77c 5 gal. lots 85c.

Linseed Oil Firm.—Prices of linseed oil locally remain firm although the market is weaker. There has been a fair sale at the present quotations. Raw linseed oil is quoted in 1 to 2 bbl. lots at $1.02 per gal.; 3 to 5 bbl. lots, $1.01 gal.; 6 to 9 bbl. lots, 99c Boiled linseed oil—1 to 2 bbl. lots, $1.05; 3 to 5 bbl., $1.04; 6 to 9 bbl., $1.02.

Paris Green Higher This Year. — Prices for Paris green are much higher this year than previous years. Potato bugs are beginning to snicker to themselves. C. P. C. grades are quoted as follows: 1-2 lb. pks., 44¼c, 1-lb. pks., 42¼c; 25-lb. drums, 40¼c; 50-lb. drums, 40c; 100-lb. drums, 40c; 250- lb. casks, 39c; 600-lb. casks, 38¾c.

Solder.—Half-and-half solder is quoted at 27½c per lb.

Advance in Varnishes Due.—Dealers are expecting an advance in the prices of varnishes in the near future. An increase from 20 to 25 per cent. is looked for.

Bathroom Fixtures Advances.—Quotations for N. P. Bathroom fixtures show an advance in price of about 20 per cent.

Hinges Up.—An advance of about 25 per cent. in the price of all polished brass hinges, hasps, corners, etc., has been recorded during the week.

Brass Wire. — Soft copper wire is quoted at 10 per cent. off the net list.

Advance Expected in White Lead, in Oil—A further advance in the price of white lead in oil is expected to take place in the near future. Pure white lead in oil quoted at $11.45 per 100 lbs. in ton lots; in less than ton lots $11.75.

WINNIPEG

WINNIPEG, March 2.—With the first week in March now with us, jobbers have been able to look back over the business done during February, and they all report decided increases over the corresponding period of last year. As a matter of fact, business is coming along just as rapidly as it can be handled conveniently, and there may develop some delays in the matter of shipping. This is due not only to the shortage prevailing in some lines of merchandise, but various jobbers are experiencing great difficulty in securing proficient help. There is no doubt that the war, with the enormous number of those enlisted for active service, has made a big difference in the staffs of some of the jobbers, and competent help at the present time is at a premium in this city.

Next Fall's Prices.—Jobbers have already made prices on skates, hockey sticks and sundries for next fall's shipment, and it is advisable for all retailers to place their orders as promptly as possible. It is more than likely that some orders will be taken subject to the jobbers being able to procure the stock. Manufacturers are already hinting at a possible shortage, and it will be a question of "first come first served" with orders placed for the above lines.

Price Changes.—There are a few changes to note this week. Fence staples have again advanced, and ruling prices are as noted herewith:—Fence staples, bright—Fort William, $3.50 per 100 lbs.; Winnipeg, $3.90 per 100 lbs.

Bale ties and annealed wire have also been affected, and the prices quoted on these lines to-day are as follows:—Bale ties, $4.60 per 100 lbs.

Annealed wire is quoted, per 100 lbs., as follows:—No. 9, $4; No. 10, $4.06; No. 12, $4.20; No. 14, $4.40; No. 15, $4.55; No. 16, $4.70.

Wire Nails Higher.—Wire nails have advanced 10c per 100 pounds, and quotations are now as follows:—Fort William, $3.45 per 100 lbs.; Winnipeg, $3.85 per 100 lbs.

Barb Wire Higher.—An advance of 10c per spool has taken place in the price of barb wire, and new prices are shown in current quotations.

Iron Pipe Higher.—Following the advances noted in Eastern reports in Hardware and Metal last week, black and galvanized iron pipe have advanced here, and quotations are now as follows:—Black (per 100 ft.)—⅜ in., $3.24; ½ in., $4.05; ¾ in., $4.86; 1 in., $7.11; 1¼ in., $9.68; 1½ in., $11.57; 2 in., $15.57. Galvanized—⅜ in., $5.27; ½ in., $6.17; ¾ in., $7.65; 1 in., $11.30; 1¼ in., $15.30; 1½ in., $18.32; 2 in., $24.62.

Revised Prices on Bolts.—The following new discounts have gone into effect on bolts:—Cariage bolts, ⅜ and smaller, 42½ per cent.; 7-16 and larger, 27½ per cent. Machine bolts, ⅜ and smaller, 42½ per cent.; 7-16 and larger, 32½ per cent. Sleigh shoe bolts, ⅜ and smaller, 32½ per cent.; 7-16 and larger, 27½ per cent. Plow bolts, 32½ per cent.

Nuts.—Square, small lots, 1c advance over list; case lots, net list. Hexagon, small lots, ¼c advance over list; case lots, ¾c off list.

Demand for Seasonable Lines.—There is a big demand for seasonable lines, and large orders are being received for paints and oils, screen doors and windows, refrigerators, polish mops, wall cleaners, etc., and this would seem to indicate that it won't be long before spring is with us again.

Other Lines Affected.—New prices have been issued on bright tinners' wire, stove pipe wire, and well casing as follows:—

Bright Tinners' Wire—	Per 100 lbs.
0-9 gauge	$4 30
10 gauge	4 36
11 gauge	4 42
12 gauge	4 50
13 gauge	4 60
14 gauge	4 70
15 gauge	4 85
16 gauge	5 00
Stove Pipe Wire—	
19 gauge	6 25

WELL CASING

Screw and Socket—	Ft. William	Winnipeg
4¼ in.	$36 49	$40 09
4½ in.	39 44	43 30
5 in.	45 22	49 76
5⅝ in.	55 86	61 47
6¼ in.	63 86	70 27
Inserted Joint—		
4¼ in.	$37 33	$40 85
4½ in.	40 30	44 10
5 in.	46 30	50 75
5⅝ in.	57 20	62 67
6¼ in.	65 40	71 62

PRACTICAL SHEET METAL WORK

(Continued from page 39.)

end of the pipe is always put into the extreme edge as shown. Fig. 6 is a cone; and pattern for same.

First the elevation A,B,C, is drawn. Next the plan.

This is divided into equal parts, 1. 2, 3, 4, 5, etc. To develop the pattern, place point of compass at A in elevation and open up to C, and with a in Fig. 7 as centre draw arc b c and transfer the measurements from plan in Fig. 6, to arc Fig. 7. Allow extra material for whatever kind of seam or joint is to be used, and the pattern is completed.

Fig. 8 is a very similar problem and the elevation will be found to be exactly the same as Fig. 6, but the plan is square. This will make a pyramid.

To develop pattern Fig. 9, the same course is followed as in Figs. 6 and 7 except that the arc a, b, c, is only divided into four equal parts, as at 1, 2, 3, 4. 1, by drawing a line from 1 to 2, 2 to 3, etc., the pattern is complete, not omitting the allowance for joint.

In Fig. 10 is shown how the pattern for a bucket is developed.

First draw the elevation A B C D, and continue the lines AC and BD until they meet as at point E. Next with E as centre draw an arc as shown.

Then draw a plan and divide into any number of equal parts and transfer these measurements to the arc just drawn. In this case only one-half the pattern is developed.

(Continued in next issue.)

The Canadian Brush Machinery Co., has been incorporated at Ottawa, with a capital of $50,000 to carry on business as mechanical engineers, machinists and manufacturers of machinery and tools, at Walkerville, Ont.

WEEKLY PAINT DEPARTMENT

Embargo Has Been Placed on Oil Cake

Manufacturers Are Unable to Export By-Product of Linseed Oil—Condition May Increase Price For This Class of Oil—But Argentine Crop May Ease Situation

THE fates seem to be conspiring to send the price of paint materials still higher. Linseed oil is the next item on the bill of fare which seems destined to go a-soaring. It is now thirty cents a gallon higher in price than it was this time last year. On February 9, 1915, the price was 63 cents a gallon. On the same date this year it was 93 cents. The increase in the price of linseed oil during the year has been largely due to the diminution of the crop of flaxseed in the prairie provinces. The yield last year was two and one-quarter million bushels, the lowest it has been during any year for the past six years. Yields of flaxseed since the year 1910 in the three western grain provinces, Manitoba, Saskatchewan and Alberta have been as follows:

Decrease in Canada's Flax Crop

1910	3,000,000 bushels
1911	8,000,000 bushels
1912	22,000,000 bushels
1913	14,000,000 bushels
1914	4,000,000 bushels
1915	2,250,000 bushels

The decrease in the crop of flax was due largely to the appeal to the farmers to raise wheat for the sustenance of the Empire in this her testing time. Results of that appeal have come fully up to expectations, thanks to favorable contributory circumstances such as climatic conditions and a sufficient supply of labor to garner the crop. But the crop of flaxseed has consequently decreased very considerably. And linseed oil has increased over thirty per cent. in price.

Embargo on Oil Cake Shipments

But the factor which looms on the horizon at the present time and seems to point to a still further increase in the price of linseed oil is due to the probable inability of the manufacturers to dispose of the oil cake. This is a by-product of the manufacture of the linseed oil, which enters largely into the determination of the price of the oil. Owing to the lack of tonnage to take care of the export trade an embargo has been placed on the export shipment of oil cake. This means that the manufacturers practically have to depend on the home market for the disposal of their oil cake.

At the outbreak of the war large quantities of the oil cake were sent to Germany and Austria. This market was shut off and it remained for the manufacturers to find a market for their product in the countries of the Allies. Great Britain, France and Holland then consumed the greater part of the exported oil cake.

Oil Cake a Food for Animals

When flaxseed is ground and pressed for the extraction of the linseed oil the solid refuse comes from the press in the form of slabs or cakes and is called linseed cake. It is also known as "linseed oil cake" or simply as "oil cake." When these cakes are ground it is called "linseed oil cake meal", or "oil cake meal", or "oil meal". The butter makers of Denmark and the beef and mutton growers of England and Scotland import hundreds of thousands of tons every year. It is recognized as the quickest food to fatten animals. it multiplies the feeding values of all grains and leads all other feeds in manurial value for fertilizing the soil. Canadian farmers have used it to a certain extent in the fattening of stock, but there is still a wide field for the increase of its use. Professor Frank T. Shutt, chemist of the Dominion Experimental Farm at Ottawa, in an analysis of the various foods for their fattening and flesh-producing qualities shows that linseed cake has the highest value of all the grains in use for feeding purposes. Proportionate values of some of the grains and feeds are as follows: Buckwheat 10.0 per cent.; corn, 10.3 per cent.; oats, 11.8 per cent.; wheat 11.9 per cent.; barley, 12.4 per cent.; pea meal, 21.2 per cent.; bean meal, 23.1 per cent., and ground linseed cake, 32.9 per cent. This is the relative value of these grains as flesh producers in the amount of protein which they contain. Protein is the flesh-producing product. The manurial value of the linseed is also the highest of all the various feeds.

Affects Price of Linseed Oil

If the export market is shut off the price of linseed cake will naturally decrease. In the United States authorities look for the oil cake to decrease from five dollars to eight dollars per ton. In that country it is estimated that such a decrease in the price of oil cake will send the price of linseed oil up three-quarters of a cent per gallon for each dollar of decrease. In other words, if oil cake goes down $5 a ton linseed oil will go up in the neighborhood of four cents per gallon. If it decreases $8 per ton the increase in the oil will be in the neighborhood of six cents per gallon. If the same proportion were carried out in Canada there would be approximately an increase of one cent per gal. for each dollar decline in the price of oil cake. This is due to the fact that the Imperial gallon is used in Canada, which is larger than the wine gallon measure of the United States.

Advances in Oil Cake

Oil cake to-day is selling at $37 per ton in carload lots. In July, 1914, it sold for $33 per ton, while in August, 1913, the price was $30. One of the factors which has operated to bring about an increase in the price of oil meal has been the great advance in the price of ocean freight rates. A little over a year ago, or approximately at the beginning of the war, oil cake could be shipped to the United Kingdom for 13 cents a hundredweight. To-day the rate to Avonmouth, for instance, is 63 cents. This is an increase of 50 cents per hundred. Things have even gone farther. Oil cake will not be carried at all in ocean freights except where cargoes have been contracted for with the shipping companies some time in advance.

Argentine May Come to Rescue

There is another factor, however, which must be reckoned with in the determination of the linseed oil price. Argentine flaxseed has but recently been harvested. There will be from 37,000,000 to 40,000,000 bushels for export from that country if bottoms can be secured for the shipment of the seed. But that is where the rub comes in. Tonnage is not available for the transatlantic trade

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WEST TORONTO

to ship oil cake. Will it be available to carry flax from Argentine to this country? Flax is now quoted in the neighborhood of $2.14 per bushels. On October 14 of last year it was selling at $1.64 per bushel. The average yield of flax per acre is from eight to twelve bushels. The farmers of the prairie provinces sow it as the first crop for the newly-broken land. If the Argentine crop comes in the price of linseed oil should go down. If seed cannot be exported from that country in any considerable quantity the embargo on oil cake will tend to send the price of linseed oil still higher.

Third Generation at the Helm

Walter B. Ramsay Made President and Managing Director A. Ramsay and Son Company—Arthur D. Brown Appointed Manager

Back in 1842, which by simple arithmetic means 74 years, Alexander Ramsay & Son Company, Montreal.

In 1840, just two years before this event, the first Alexander Ramsay's son who likewise bore the name Alexander was born in Scotland.

He entered the paint business established by his father, and for a great many years until his death a few weeks ago, directed the operations of the Company.

Following the death of the second Aleander Ramsay, Walter B. Ramsay has been made President and Managing Director.

The present head of A. Ramsay, Son Company is one of the fine types of and future promise.
young business men to whom Canada owes so much of her present prosperity

Mr. Ramsay was born in Montreal in 1881 and entered his father's employ 16 years ago. In true old apprentice fashion he worked in every department, starting at the lowest job in the factory, and progressing, as his skill and experience accumulated, to the position of manager of the business during the last five years of his father's lifetime.

Mr. Ramsay brings to his new office the combination of family tradition for high and honorable dealings, a thorough grounding and practical experience in manufacturing and selling his product and the broad gauge imagination and energy of youth.

As were his father and grandfather before him, the new President of A. Ramsay & Son Company is very much interested in military affairs, and is an Officer in the 5th Royal Highlanders in Montreal.

Coincidental with Walter D. Ramsay's position as President and Managing Director, Arthur D. Brown who for twenty-one years has been connected with the business, for the last four years Sales Manager, was made Manager.

Mr. Brown's connection with the firm dates back to 1895. He came with them as a junior traveller in a poor territory. During the eighteen years of his experience on the road Mr. Brown has come into intimate contact with practically every paint dealer from Montreal to the Pacific coast.

He remembers perfectly the days when the trip from Calgary to Edmonton was a "jolt" in between towns, no matter how much he sold at either end. For he covered this 200 miles by buckboard, and anyone who is familiar with those early roads will sympathise humorously with Mr. Brown's recollections of them.

WALTER B. RAMSAY
President and Managing Director, A. Ramsay & Son Co., Montreal

ARTHUR D. BROWN
Manager, A. Ramsay & Son Co., Montreal formerly Sales Manager

The SAFE Abrasive

There's no danger of burning the temper out of tools if they're keen-edged on Cleveland Grindstones. They are SAFE TO SELL, for they don't burn your customer's temper, either!

Here are good stones—**the only Berea Grit**—guaranteed free from flint or soft spots—specially selected by our expert graders for your customers. We are the biggest grindstone producers in the world

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

Fair priced, to allow you a fair profit. Guaranteed to the limit. Quickly delivered in any quantity by your jobber. Write for Trade Price List and copy of our famous book, "How to Keep Mail Orders at Home." Tell us your jobber's name.

The Cleveland Stone Co.

Leader-News Bldg., Cleveland, Ohio

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

THE Berry label and trademark are efficient salesmen for Berry Brothers made-in-Canada Varnishes and Enamels.

Their established record for quality, uniformity and absolute dependability makes all Berry Brothers products safe to recommend and easy to sell.

You can increase the volume of your varnish business by making a leader of Berry Brothers line.

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(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario

(260)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 3.—While the new schedule of paint prices, covering general advances, which went into effect nominally on the first of the month, has had some effect in checking business, paint manufacturers report that conditions are generally satisfactory, considering the circumstances, and that business is coming fairly well on the new basis. As has been previously explained, the different selling plans vary the application of the advance amongst certain paint houses.

Features of the week are a further advance on white lead, which is very strong, and material declines on oil and turpentine. In a general way, however, the strength of lead, zinc, colors and chemicals offset the declines referred to, and unless these are continued or there is relief in other quarters, a further advance on ready-mixed lines may be predicted to take place about six weeks or two months hence.

Reports indicate that the movement of spring stocks on booked orders has been earlier than usual this season, and that there have ben fairly substantial deliveries going out for some time with a promise of a fair volume continuing until the opening of navigation and readjustment of freight rates brings about the big shipments.

Linseed Oil.—Following the downward trend of the flax market, there is a markedly easier feeling in the linseed oil situation with reductions of 3c to 6c all round recorded. The range of 3c between different quotations continues, and the market basis may be regarded about as follows:

	Raw.	Boiled.
1 to 2 barrels	97c-$1.00	$1.00-1.03
3 to 5 barrels	96c-99c	99c-$1.02
6 to 9 barrels	95c-98c	98c-$1.01

White Lead Advances.—On the head of the strong situation in white lead in oil, referred to last week, when it was explained that higher prices were warranted, there has been a further strengthening of the pig market, with the result that an advance of 25c to a ton basis of $10.55 has been forced. On the higher basis the market is very firm, and it is stated that the position of pig supplies warrants still further advances, despite the decline in the price of linseed oil. However, the volume of business passing is not heavy, and this is a considerable factor in maintaining moderate price levels. An indication of the strength of the market is the fact that even on the advance no orders are being booked, quotations being for immediate acceptance and immediate delivery only. Up to this time orders have been accepted for delivery up to opening of navigation.

Turpentine Easier.—Following weaker conditions in the turpentine market, with an easing of import prices, there has been a material decline in the local quotations. Generally speaking, the single barrel basis may be regarded as 78c, although there are higher quotations still heard at writing, where readjustments have not yet been made. Quotations:—Single barrels, 78c; 2 to 4-barrel lots, 77c.

Gasoline on the Rise.—Gasoline is very strong at the advance recorded last week, and the indications are that there will be further increases of a material character. In the United States 30c and 35c gasoline is being talked of as the result of the manner in which the consumption is increasing in proportion to production. When it is considered that Canadian measure is about one-fifth larger than American, and that there is freight and other charges to be considered, it can be seen that quotations in this country are likely to soar to record levels. Quotations are:

Gasoline, in barrels 31c
Gasoline, in drums 28½c
Gasoline, tank wagon 28c
Benzine ½c lower.

Paris Green.—New prices are in effect for Paris green. It had been predicted that with the rise in the cost of certain chemicals there would be very much higher prices, but it was hardly expected that the increase would be so great. A year ago the quotation for 600-lb. barrels was 18c, while the 1916 price is 38¾c.

TORONTO

TORONTO, March 2.—There is a much quieter tone in the paint market this week, a reaction after the buying movement during February. Dealers are now generally well covered for their requirements, and buying will be hand-to-mouth until after the spring painting season has opened up and stocks have moved out in sufficient volume to warrant further buying. All paint manufacturers have now put their advances on ready-mixed paints into effect, the last ones coming into line on March 1. Another advance in lead in oil has caused some stir in the market, but the high cost of pig lead left no other alternative. A sharp break in turpentine has taken place locally, Savannah prices still being steady. Linseed oil has a weak tendency, but is unchanged locally. The new prices for Paris green are now in effect, and are considerably higher than last year, due to the much higher cost of raw materials. Gasoline is very firm, but unchanged, although an advance may be expected in the near future.

Linseed Oil Weaker.—The oil market is weaker, following a decline in seed at Winnipeg, but quotations are unchanged locally at last week's level. The situation continues much the same, and there is nothing of particular interest to note this week. Crushers state that they are unwilling to sell at lower prices than prevail at present owing to the high cost of seed. The demand for oil is light.

	Raw.	Boiled.
1 to 2 barrels ...	$1.02	$1.05 per gal.
3 to 5 barrels ...	1.01	1.04 per gal.
6 to 9 barrels ...	0.99	1.02 per gal.

Turpentine Declines.—A sharp decline of 9c in the market occurred early in the week, and turpentine is now quoted at 78c. The demand, which has been very light for some time, has caused considerable price-cutting in an effort to stimulate business. Although the present price is firm for spot turpentine, quotations are being shaded for futures. The decline is local, as the market at Savannah is steady and quotations unchanged. Rosin is weaker, but unchanged for most grades, and no new rosin is coming in yet. The turpentine market is weak, and the following prices are being quoted in Toronto:—1-barrel lots, 78c; 2 to 4 barrels, 77c; and 5 gallon lots, 85c per Imperial gallon.

Paris Green.—This week Berger's Paris green prices have been issued. It will be noted that both brands are practically double last year's prices, which is due to the big increase in cost of all raw materials, sulphate of copper and chemicals used in the manufacture of Paris green. New prices are shown in current market quotations.

White Lead Again Advances.—Another advance in white lead in oil has been made, bringing the price up to $11.70 in ton lots. While not altogether unexpected, this last advance has caused some excitement in the trade, as the price is abnormally high, and there is nothing to indicate that the top of the market has been reached. The pig lead situation is very strong, and higher prices may yet develop in that market.

Mixed Paints.—The advances announced in these columns some time ago to take effect March 1, in ready-mixed paints, are now in effect throughout the trade. A considerable volume of business was booked during February, and as a result the market is now quiet, and will no doubt remain so for some time. Although there have been big increases in the cost of raw materials used in the manufacture of mixed paints, a further advance is hardly to be expected until late in the season.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

B — H

THE EDGE *of the* WEDGE

in building up a Paint Department
is to be in a position to supply

B.-H. "English" Paint

when called for;
the rest follows as a matter of course.

70%

Brandram's B.B. Genuine White Lead in the base of all tints and white.

30%

of pure White Zinc in the base of all tints and white.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb 69
Pattern, lb. 64

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½—5% off; all other R. F. Short Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B B. Caps, $2.30 per M. net; C. B. Caps, $2.95 per M net; Blanks, R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8 25 per M net; C. F. 38, STW., $10 45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5%; C. B. Caps, 40 and 2½%; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10%; Primers, 2½; brass shot shells, 45%; "Winchester" B. B. Caps, $2.95 M net; C. B. Caps, $3.08 M net; 22 short, black, 20 and 15%; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle, Ball, adv. 15%; Pistol and Rifle, Shot, 4; Military and Sporting, adv. 26%; Primers, $2.47½ net; Brass Shot Shells, 30 and 10

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot, standard, 100 lbs., Toronto, $11 15; Montreal, $12.00; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz....... 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz...... 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

BELTING (Leather).

Extra, 40 and 10%.

Standard, 50%.

Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE.

	Montreal	Toronto
Single bbls., gal...	0 30½	0 30
Drums, gal.	0 28	0 28

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 52½ and 5%.
Carriage Bolts ($1), list, 7-16 in., 37½ and 5%.
Machine Bolts, ⅜ in. dia. and smaller, 52½ and 5%.
Machine Bolts, 7-16 in. dia. and larger, 42½ and 5%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 42½ and 5%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 37½ and 5%.
Coach and Lag Screws, 60 and 5%
Sink Bolts, 55%.
Square Head Blank Bolts, 42½%.
Bolt Ends, 42½%.
Plow Bolts, 42½%.
Elevator Bolts, 42½%.
Fancy Head Bolts, 35%.
Shaft Bolts ($3 list), 35%.
Step Bolts, large head ($3) list, 35%.
Whiffletree Bolts, 35%.
Nuts, square, 2¾c off list.
Nuts, hexagon, 3c off list.
Stove rods, per lb., 6½c.
Stove bolts, 75%.
Tire bolts, 65%.

BORAX

Lump, Crystal Borax, lb.... 0 7¼

BRASS. Per lb.

Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz........ 4 80
3 sections, 5 ft., doz........ 6 00
3 sections, 6 ft., doz........ 7 20

BOILERS (Range).

30-gal. Standard, welded....$5 75
30-gal. Standard, riveted.... 6 60
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 1—18" x 24"............ 6 00
No. 2—18" x 28"............ 7 20
No. 3—20" x 30"............ 7 80

BOARDS (Ironing).

Size 12x60 ins., doz......... 7 20
Size 14x60 ins., doz........ 8 40
Folding, 14x58 ins., doz..... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz.. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60 and 5%.
Paper lined, 60, 10 and 5%.

BOARDS (Wash)

	Tin Plate	Zinc
	Per doz.	
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King ...	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced.	....	1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 63
Weighted, 20 lbs., per doz. 16 78
Weighted, 25 lbs., per doz. 20 25

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 50 and 5%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamer; cans, 25 and 5%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English ..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins, doz.. 1 25

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb....... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.).. 0 22
Cement (in 5 and 10 gals.).. 0 23
Cement (in 2 gals.).......... 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr.... 0 80 ....
Carpenter, red, gr..... 0 80 ....

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼, $7.85; 5-16, $6.50; ⅜, $5.75; 7-16, $5.55; ½, $5.35; 9-16, $5.35; ⅝, $5.20; ¾, $5.10; ⅞, $4.95; 1, $4.80.

Electric Weld Coil Chain—BB. 3-16 in., $10.45 per 100 lbs.; ¼ in., $7.15 per 100 lbs.; 5-16 in., $5.65 per 100 lbs.; ⅜ in., $4.60 per 100 lbs.; 7-16 in., $4.60 per 100 lbs.; ½ in., $4.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $12.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in....	41 00	40 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	44 00	43 00
Copper sheet, tinned, 14x60, 14 oz.	46 00	45 00
Copper sheet, planished, 14x60 base.	54 50	53 00
Braziers' in sheets, 6x4 base	43 00	42 00

CORD (SASH).

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR.

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.. 5 50

CRATES.

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES. Montreal

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C. 20 x 28, 112 sheets, 216 lbs., $10; 200 lbs., $10.25.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 5 25
20x28, double box 10 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 3¼ to 3½c per lb.

DRILLS.

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.

MADE IN CANADA

3 SPECIALS GUARANTEED TO GIVE EXCELLENT SERVICE

IMPERIAL GENUINE — The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS HEAVY PRESSURE — For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID — Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells profits.

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL

Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	72½
Kearney & Foot, Arcade	72½
J. Barton Smith Eagle	72½
Disston Brand	70
McClellan Globe	72½
Black Diamond	60-7½
Delta Files	72½
Nicholson	72½
Globe	72½
Vulcan Brand	70—10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 32½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 77½%; malleable lipped unions, 60 and 10%; plugs, 65 and 5%.

London discounts: Malleable, 30 and 5%; bushings, 65%; plugs 60 and 5%; unions, 65%; nipples, 75%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 31
Drums	0 28½
Tank wagon	0 28

Toronto.

Any quantity, in bbls	30½
Drums, 40-gal., per gal	27½
Tank wagon	27

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs.	0 11

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith		9 00
Atlas, steel covered	$5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Steel King Hangers, doz. sets		6 40
Storm King and safety hangers		5 75
Storm King rail		4 70
Crown		4 85
Crescent		7 25
Sovereign		6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices

Heavy	Strap	Tee
4 in., doz. prs.	$1 37	$1 16
5 in., doz. prs.	1 66	1 24
6 in., doz. prs.	1 81	1 38
8 in., doz. prs.	2 46	1 85
10 in., doz. prs.	4 35	3 04
12 in., doz. prs.	5 40	5 00
14 in., doz. prs.	6 16	5 36

London price figured net at 27½%.

Light		
3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 55	1 91
14 in., doz. prs.	....	2 34

Heavy tee and strap discount, 27½ per cent.

Light tee and strap discount, 57½ per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 50
Over 14 in., per 100 lbs.	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No 5, $18 00; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., $4.55 doz

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 7[illegible]

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 70
No. 4, per doz.	1 80	4 00

HORESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.40; "Sharp" No. 2 and larger, $1.60; "Sharp" No. 1 and smaller, $1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5 per cent. for full reels, 500 ft.

Cable, 70 per cent.

Leader, 60 and 10 per cent.

HAT AND COAT HOOKS

Coppered wire, 3 in., 60c gross.

IRON AND STEEL

	Montreal	Toronto
Angles ....base	2 75	3 00
Common bar, per 100 lbs.	2 45	2 75
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	3 00
Norway iron	5 85	5 20
Mild steel	2 80	3 00
Band steel	2 80	3 00
Sleigh shoe steel	2 80	3 00
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	3 15
Toe calk steel	3 70	3 60
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17¼
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, net; Toronto, net.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$12 50
72x30, 26 gauge, case lots	13 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
34 ft. to 44 ft.	18c ft.
46 ft. to 60 ft.	25c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	5 00
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 12c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft.	11 00	10 25
Sheets, 3½ lbs. sq. ft.	10 30	10 00
Sheets, 4 to 6 lbs. sq. ft.	10 75	10 00

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Warter Motor, com-Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephenson Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 00
B.T. Ideal Power	7 00
B.T. Ideal Water Motor	12 00
B.T. Cyclone	6 00
B.T. Cyclone Water Motor	12 00
B.T. Vollmar, No. 2	6 00
B.T. Vollmar, No. 3	6 50

S. W. P.

Is a line that no good Hardware Dealer or General Store can be without if success in this year's paint business is to be contemplated.

Our method of reaching the consumers and creating business for our agents is unique, thorough, and far-reaching. Our aim is to aid our agents. The many other special products for every purpose to beautify homes make the consumers your friends and our friends.

The Spring Painting Season is fast approaching. Is your stock satisfactory?

Don't LOSE SALES BY SAYING "WE DON'T HANDLE IT," BUT INCREASE YOUR SALES BY SAYING "CERTAINLY, WE CARRY S-W CO.'s FULL LINE."

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON, ENG.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths. doz.	1 35

NAILS

Standard steel wire nails, Toronto, $3.15 base; Montreal, $3.20 base; London, $3.15 base; Collingwood and Owen Sound, $3.20 base.

Cut nails — Montreal, $3.10; Toronto, $3.20; London, $3.10.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.75, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 25
No. 6, 2⅛	3 00
No. 7, 2 5-16	2 85
No. 8, 2½	2 75
No. 9, 2 11-16	2 65
No. 10, 2⅞	2 55
No. 11, 3 1-16	2 45
12. 3¾	2 45

London, Hamilton, Montreal, Toronto.

Less 10 per cent.

NETTING, POULTRY

Discount 30% on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING

	Per roll
Invincible, 1640	0 60
Invincible, 1848	0 66
Invincible, 2060	0 73

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	16 00
U.S. Navy (American)......	15 25
New hemp (English)	10 50
U.S. Navy (English).......	9 00
Plumbers (spun)	6 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb..	0 45	0 45
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 12¾c lb.
Brass, light, 11c lb.
Zinc, heavy, 15c lb.
Copper, heavy, 20¾c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $11.75 ton.
Wrought iron, No. 2, $9.25 ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 16¼c lb.
Compos. turnings, No. 1, 13½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb.	0 10½
Coarse, sewer, lb.	0 08½

PAPER, ETC.

O.K. Paper, per roll	0 95
Resin sized Fibre, per roll..	0 44
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Good Luck Brand	0 64
Dry Fibre, Good Luck Brand	0 52
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 35
Sheathing, Shield Brand, tarred	0 43
Sheathing (Surprise)	0 40
Dry fibre No. 1	0 50
Plain fibre, No. 2	30
Sulphate, Black Cat, tarred.	0 80
Sulphate, Black Cat, dry....	0 60
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 75
Asbestos Bldg.	3 25
Tarred felt	2 45
Heavy fibre, 32 ft. x 60 ft..	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz......	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz......	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ and ⅜ in.	2 64	4 71
½ in.	3 32	5 14
¾ in.	3 91	6 38
1 in.	5 78	9 44
1¼ in.	7 82	12 77
1½ in.	9 35	15 26
2 in.	12 58	20 54
2½ in.	19 98	32 47
3 in.	26 01	42 46
3½ in.	31 28	51 06
4 in.	37 06	60 50
Lapweld		
2 in.	14 06	22 02
2½ in.	20 48	33 05
3 in.	26 78	43 22
3½ in...	32 20	51 98
4 in.	38 15	61 59
4½ in.	48 26	75 57
5 in.	56 24	88 06
6 in.	72 96	114 22
7 in.	99 96	153 50
8 in.x25 lbs. per ft.	105 00	161 25
8 in.x28 lbs. per ft.	120 96	185 76
9 in.	144 90	222 53
10 in.x32 lbs. per ft.	134 40	206 40
10 in.x40 lbs. per ft.	173 04	265 74

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 ft. Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ in. and ⅜ in. ..	2 58	4 35
½ in.	3 23	5 06
¾ in.	3 80	6 27
1 in.	5 61	9 27
1¼ in.	7 59	12 54
1½ in.	9 08	14 99
2 in.	12 21	20 17
2½ in.	19 31	31 88
3 in.	25 25	41 69
3½ in.	30 36	50 14
4 in.	35 97	59 41
Lapweld		
2 in.	$ 13 69	$ 21 65
2½ in.	19 89	32 47
3 in.	26 01	42 46
3½ in.	31 28	51 06
4 in.	37 06	60 50
4½ in.	46 99	74 30
5 in.	54 76	86 58
6 in	71 04	112 32
7 in.	97 58	151 13
8 in.x25 lbs. p. ft.	102 50	158 75
8 in.x28 lbs. p. ft.	118 08	182 88
9 in.	141 45	219 08
10 in.x32 lbs. p. ft.	131 20	203 20
10 in.x40 lbs. p. ft.	168 92	261 62

Montreal and Eastern List.

PIPE (LEAD)

Lead pipe, $10.50.
Lead waste pipe, $11.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths....	4 40
3 inch, in 10-ft. lengths....	5 34
4 inch, in 10-ft. lengths....	7 04
5 inch, in 10-ft. lengths....	9 63
6 inch, in 10-ft. lengths....	11 72

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER.

Paris, per bbl.	2 50

PLANES

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	3 40	3 25
Heads, per 100 lbs..	3 65	3 45
Tank plates, 3-16 in.	3 70	3 55

PLUGS (WALL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH Doz

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
" " 1 gal. cans	24 00

PUMPS.

B.T. Pump, No. 1, net......	$ 3 30
B.T. Pump, No. 2, net......	4 00
B.T. Pump, No. 3, net......	6 00
B.T. Pump, No. 4, net......	7 50
B.T. Pump, No. 5, net......	8 00
B.T. Pump, No. 6, net......	9 00
B.T. Pump, No. 7, net......	13 50

RIVETS AND BURRS

Iron rivets, blacked and tinned, 55%.

Iron burrs, 55%.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 30%.

Extras on Coppered Rivets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)....	2 45
2 ply R.R.	0 85
3 ply R.R.	1 10
2 ply R.R., complete in roll	1 35
3 ply R.R., complete in roll	1 50
Carpet felt 2 75	3 00
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 85
Ready 3-ply, Shield, per roll	1 10
Compo Certainteed, 1 ply...	1 40
Compo certainteed, 2 ply...	1 75
Compo certainteed, 3 ply...	2 10
Excello, 1-ply	$1 50
Excello, 2-ply	1 90
Excello, 3-ply	2 25
Jewel, 1-ply	1 00
Jewel, 2-ply	1 30
Jewel, 3-ply	1 60
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE lb

Pure Manila basis	21
British Manila basis	17
African hemp basis	17
Sisal basis	13
Single lath yarn basis	13
Double lath yarn	13½
Hemp, deep sea line basis..	29
Hemp, tarred ratline basis..	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	13½
Italian rope basis	29

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.........	0 26
¼ in. and larger	0 25
Sisal Clothes Line.	
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 63
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 95
3 ply, 72 ft.	1 23
6 ply 60 ft.	1 52
6 ply, 72 ft.	1 84
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, net.

SCALES.

Imperial Standard	25 p.c.
Champion	40 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	40 p.c
Fairbanks Standard Scales.	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c.
Dominion Platform Scales.	40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $3, plus 30c $4.50, plus 50c for stamping; Champion 240-lb., $6.60, plus 50c $16.80, plus $1 for stamping; Champion 1200-lb., $19.80, plus $1 for stamping; Champion 2000-lb., $26.40, plus $1 for stamping; Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCRAPERS. Doz.

Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron, 35%; flat and round head, brass, 12½%; Fillister head, iron, 25%; Fillister head, brass, 5%.

SCREWS

Discounts off Standard List

Wood, F. H., bright	85%		
Wood, R. H., bright	80%		
O. H., bright, 80% off list.			
Wood, F. H., brass......	0 50		
Wood, R. H., brass.........	47½		
Wood, F. H., bronze	45		
Wood, R. H., bronze	42½		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	4 00	3 60
12 gauge	4 10	3 70
14 gauge	3 85	3 45
16 gauge	3 95	3 50
18-20 gauge ...	3 55	3 50
22-24 gauge ...	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

Re Gauges of Sheets.

In the quotations which follow on sheets, it is advisable to note that Queen's Head, Fleur de Lis, and Gorbal's Best Best, also Colborne Crown are English gauges, while Apollo and Premier are U.S. gauges. American 10¾ oz. is the same as English 28 ga.; American 28 gauge is the same as English 26 ga. The heavier gauges are almost identical, the English sheets running slightly lighter than the U.S. standard.

SHEETS (Case Lots)

Corrugated, galv.	100 lbs.
18 gauge	5 80
20 gauge	5 80
22 gauge	6 00
24 gauge	6 15
26 gauge	6 85
28 gauge	7 15

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 20
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.90; U.S. No. 28, $6.65; U.S. No. 26, $6.40; 22 and 24 gauge, $6.15; 18 and 20-gauge, $5.95; 16-gauge, $5.75; 14-gauge, $5.55. F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 70
18-20 gauge	5 75	5 80
22-24 gauge	5 85	5 95
26 gauge	5 95	6 10
28 gauge	6 45	6 30
10¾ ozs.	6 75	6 50

Add 25c for less than case lots

Interior of Store of W. P. Hoffman, Who Sells Several Carloads of Pratt & Lambert Varnishes Yearly from Start of $500

FROM $500 START TO YEARLY VARNISH SALES OF SEVERAL CARLOADS

Read Hoffman's letter—it tells why he was able to increase his Pratt & Lambert Varnish sales from the amount represented by the little white oblong to the amount shown by the big oblong—it's full of meat for any dealer who wants to sell more varnish, make a better margin of profit and build a better, more substantial class of trade.

Write for Complete Pratt & Lambert Dealers' Proposition.

PRATT & LAMBERT-INC., 24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

AGENTS FOR PRATT AND LAMBERT VARNISHES

The Hoffman Wall Paper Co.,

PAINTS. WALL PAPERS AND WINDOW SHADES

TEL. CONNECTION 1136-1140 MAIN STREET

Hartford Conn. Jan. 11, 1916. 191

Pratt & Lambert,
Buffalo, N.Y.

Dear Sirs:

When we started handling Pratt & Lambert Varnishes eight years ago, our first order amounted to Five Hundred Dollars. Previous to that time we had carried more or less lower price goods which were good value for the money, but we found that by handling Pratt & Lambert Varnishes we could get more trade and better trade that paid us handsomer profits and meant better satisfied customers.

As a result our first order has grown from Five Hundred Dollars to Fourteen Thousand Dollars that we are now buying in carload lots. "61" Floor Varnish and Vitralite sales particularly have shown a nice increase from a few cases a year at the start to several hundred now.

We believe the high quality of Pratt & Lambert goods plus your plan for helping us sell them is largely responsible for this showing.

The magazine advertising makes your varnishes well known to everyone, while your promotion work with architects makes them friendly towards your goods with the result that we have an opportunity to get the business on most construction work in this vicinity. Your plan of reaching home builders and small construction work through letters and helpful literature is a distinct help to us.

We enjoy a good painter trade on Pratt & Lambert Varnishes. The goods have always been well and favorably known to painters, and your little painters magazine "Varnish Talks", does not let them forget the merits of Pratt & Lambert Varnishes.

All this co-operation tied to our store with the attractive store and window display matter, slides and electros, we feel is helping us to get our share of the varnish business in this territory.

We are more than pleased with our success with your line and expect to continue to increase our sales on your goods as much in the future as we have in the past.

Very truly yours,
THE HOFFMAN WALL PAPER COMPANY.

This Oblong Shows Hoffman's First Order of Pratt & Lambert Varnishes

This Oblong Shows Hoffman's Yearly Business on Pratt & Lambert Varnishes NOW as Compared to His First Order Represented by the Little White Oblong

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: New York Buffalo Chicago Bridgeburg, Canada London Paris Hamburg

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 37 cents.

SOLDER, BAR.
Guaranteed 0 27
Strictly 0 25½
Commercial 0 24

SOLDER, WIPING.
Star extra 0 25¼
Easy 0 24
Acme 0 23¼

SPELTER See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 ....$18 00

STAPLES Per cwt.
Montreal Toronto and London
Fence staples, galv., in kegs 4 35
Fence staples, galv., 25 lb. boxes 4 50
Fence staples, bright, in kegs 3 50
Fence staples, bright, in 25-lb. boxes 3 75
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lbfl kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each.. 3 75
Ontario, 4-passenger, each.. 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each....... 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount, 75 and 25%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount 75 and 25%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount, 75 and 25%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round
Size in girth Per 100 feet
8 in. $3.80
10 in. 4.24
12 in. 5.01
15 in. 6.88
18 in. 8.80
12 cents extra for round head.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)
650 ft., per lb.)
600 ft., per lb.) 1916 prices
500 ft., per lb.) not issued.
500 ft., per lb.)
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

	Montreal	Toronto
5-ply and up......		0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.
100 ft., 1½ in. 12 70
100 ft., 2 in. 12 10
100 ft., 2¼ in. 13 30
100 ft., 2½ in. 15 50
100 ft., 3 in. 16 05
100 ft., 3½ in. 19 80
100 ft., 4 in. 25 30

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 85

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, 50 p.c.; No. 0, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60%.
J. M. T. Globe, Angle and Check Valves, 37½%; Standard, 45%.
J. M. T. Radiator Valves, 50%; Standard, 57½; patent quick opening valves, 70%.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, JAPANNED.
Colored, 35%. Coal hods, 30%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, 20%.
English pattern, 20%.
Galvanized washtubs, 20%.
Galvanized coal hods, 12½%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 25 and 5%.
10-qt flaring sap buckets, 25 and 5%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 25 and 5%.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 35%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 18 00

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths, 6 feet to 11 feet, discounts 5%; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.
Montreal: No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $4.50; No. 19, $4.75.

WIRE CLOTHES LINE.
No. 17, 7-strand, $5.30; No. 18, 6-strand, $3.75; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.40; No. 14, $3.45; No. 15, $3.55; No. 14, $3.60.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.45 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt. Montreal
Barb 4 50
No. 9, coil spring 4 15
No. 9, plain galv. 4 10
No. 12, plain galv. 4 30
No. 13, plain galv.......... 4 35
O. & A., No. 10 .... 3 61
O. & A., No. 11 .... 3 67
O. & A., No. 12 .... 3 75
F.o.b. London: Barb, $3.85; No. 9, gal., $3.50; No. 12, gal., $3.65; No. 13, gal., $3.75; No. 9, coil spring, $3.55.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt.
No. 12 ....$ 3 75
No. 13 .... 3 85
No. 13½ 3 90
No. 14 .... 4 00
No. 15 .... 4 20
No. 16 .... 4 40

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 40 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 40 50
Sunlight, 111 .... 42 00
Waverley, B.B. 40 50
Waverley, plain 46 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 46 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Daisy No. 2 .... 63 00
Dairy No. 1 .... 57 75
Maple Leaf No. 2 .... 51 00
Maple Leaf No. 1 .... 51 00
Sun 42 00
Less 15 per cent.

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—MOP.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 53

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 31	0 31
Part cask	0 31½	0 31½

We Have The Blues

IN OUR FACTORY AT MONTREAL WE MAKE THE HIGHEST GRADE DRY COLORS

Reds, Greens, Blues, Yellows and Paris Green

These are the equal of any dry colors that have ever been offered

PRICES RIGHT

The Allan Munro Color Co., Limited

MONTREAL

That SAW is a good seller

SIMONDS No. 237 with Lion Handle

This one-man cross-cut saw, fitted with this special handle, is being preferred for many kinds of work, and we believe you could sell several of them if you ordered a few from your regular jobber. All leading wholesalers carry Simonds Crescent Ground Cross-Cut Saws, One-Man Saws, Hand Saws, and Files. For prices or other information write direct to our factory at Montreal.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B.C. **St. John, N.B.**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$14 63
Weighted, 20 lbs., doz..... 16 78

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 30
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs... 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 .... 0 02
Drop black, pure dry 0 20
Golden ochre, 100 lb. kegs 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White ... 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel... 1 90
Jas-per-lac art enamel ... 3 10
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 16
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount 30 and 10 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 85
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 10 per cent.

GLASS, PLATE.

Montreal:
Country discount, 35% off list, delivered.
City discount, 35% off Toronto
Country discount, 35% off list, delivered.
City, 35% off list.

GLAZERS' POINTS.

Zinc coated, 10c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.

	Montreal	Toronto
"Anchor Pure"	$11 55	$11 70
C.P. Co. Decorators Pure	11 55	11 70
Crown and Anchor	11 55	11 70
Elephant Genuine	11 85	12 00
Green Seal	11 55	11 70
Moore's Pure White Lead	11 55	11 70
O.P.W. English	11 80	11 95
O.P.W. Decorators Pure	11 55	11 70
Painters' Perfect	11 10	11 25
Ramsay's Pure Lead	11 55	11 70
Tiger Pure	11 55	11 70
Dark Colored	0 06	

Less than ton lots, 30c per cwt. higher.

Brandram's B.B. Genuine, $12.85 Montreal and $13.00 Toronto in less than ton lots. Ton lots less 5%.

James Genuine, $13.00 less than ton lots. Ton lots less 5%.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	10 50	11 00
Genuine, 100-pound kegs, per cwt.	10 87½	11 50
Less quantity	....	0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1 lb. pkgs.	$33 50	$19 00
2 lb. pkgs.	....	16 00
5 lb. pkgs.	29 50	12 00
25 lb. pkgs.	24 00	11 00
100 lb. pkgs.	22 50	9 7
200 lb. kegs	....	9 60
300 lb. kegs	....	9 25
600 lb. casks	....	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Per gallon (in quarts)

Brandram-Henderson's "English" $2 30
Benjamin Moore's "Egyptian" Brand 1 45
Canada Paint Co.'s Pure.... 2 45
Elephant 2 15
Fresco Tone 2 20
High Standard, White 2 45
High Standard, Colors 2 30
Jamieson's Crown and Anchor 2 00
Jamieson's Island City 2 05
Martin Senour 100% Pure... 2 20
Minerva 2 20
Mellstone, gal. 2 20
Lowe Bros. Hard Drying Floor, gal. 2 05
Moore House Colors 1 85
O.P.W. Canada Brand, Pure 2 00
O.P.W. Canada Brand, Floor 1 90
O.P.W. Canada Brand, Flat Wall 2 10
Ramsay's Pure 2 10
Ramsay's Thistle 1 60-1 70
Stephens' House Paint (Wpg.) 2 25
Stephens' Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 10
Senour's Porch Paint 2 30
Sherwin-Williams 2 30
Flat tone 2 20

PARIS GREEN

	C.P. Co.	Bergers
600-lb. barrels	38¾	39½
250-lb. kegs	39	39¾
100-lb. drums	40	40¾
50-lb. drums	40	40¾
25-lb. drums	40¼	41
1-lb. pack., 100 case.	42¼	43
½-lb. pack., 100 case	44¼	45
1-lb. tins. 100 case..	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS. PLASTER.

Per bbl. 2 50

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

Pound.

1 lb. cans 0 11
2 lb. cans 0 11
5 lb. cans 0 09
10 lb. cans 0 08½
25 lb. cans 0 08
100 lb. kegs 0 07
½ Barrels 0 06½
Barrels 0 06

PUTTY. Standard

	Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums..	2 85	2 95
Bladders, in bbls....	3 15	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz...... 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite. 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75
O.P.W. Presto 2 25

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros....$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 50
Sun Varnish Stains 2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co.'s Sun Varnish ... 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite floor finish 2 25
Jas-per-ite exterior finishing. 2 25
Jas-per-ite pale hard oil ... 1 60
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry white 4 50
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var ... 2 30
No. 1 Furniture Varnish.... 1 25
Pure White Shellac Varnish 1 90
Pure Orange Shellac Varnish 1 75
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ¼ pints, gross 9 00
Sun Watproof Floor Finish 2 50
Sun-Spar Varnish 4 00
C P W Sun Varnish........ 2 25

WATER PAINTS.

Opalite, 300 lb. bbls...... 0 12
Opalite, 100 lb. kegs...... 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg. 0 35
Coralite, 5-lb. pkgs. 0 04

WASTE (POLISHING).

Cream 0 16½

WASTE, WHITE WIPING.

XXX Extra 0 15¼
X Grand 0 14¼
XLCR 0 13¼
X Empire 0 12¼
X Press 0 11¼

WASTE, COLORED WIPING.

Fancy 0 10½
Lion 0 09½
Standard 0 08¾
Popular 0 07¾
Keen 0 06¾

WASTE, WOOL PACKING.

Arrow 0 20
Axle 0 15
Anvil 0 11
Anchor 0 09

WIPERS, WASHED COTTON.

Select White 0 09
Mixed Colored 0 07
Dark Colored 0 05½

This line subject to trade discount for quantity.

WAX. Per lb

C.P. Floor Wax 0 30
Ronuk Floor Wax, lb..... 0 65
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 41
Johnsons 0 41
Dark Colored 0 06

WHITING.

Paris white 1 50
Plain, in bbls. 1 25
Gilders, bolted, in bbls..... 1 40
Per 100 lbs.

WOOD ALCOHOL Per gal.

In gallons $1 25
Barrels 0 87
$4 extra for barrels.

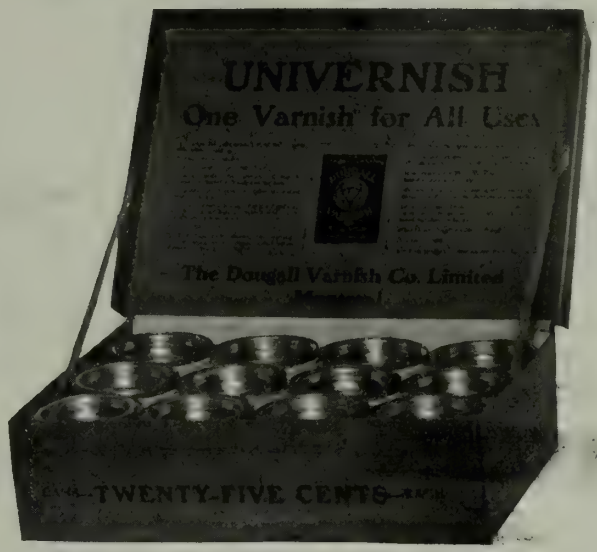
UNIVERNISH

Your Stock is Not Complete Without It

One Varnish for all uses.

Univernish is ideal for all uses.

It's a sales bringer and a sales repeater.



This handsome box contains twelve quarter-pints—retail price, 25c. each.

Liberal discount.

Place one on your counter—sales are sure.

Also put up in all the regular larger sizes.

Send in your order to-day.

Manufactured only by

THE DOUGALL VARNISH CO., Limited, Montreal

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 9 00
Shot, soft, per cwt., $11.90; chilled, $13.10; buckshot, $13.05; ball, $13.10.

ANVILS.
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
Standard, 50 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BLUE STONE
Vitrol, 10c lb.

BOLTS.
Carriage, ⅜ and smaller, 42½%; 7-16 and larger, 27½%; machine, ⅜ and under, 42½%; 7-16 and over, 32½%; machine set screws, 55%; plough bolts, 32½%; nuts, small lots, net list; case lots, 2½½c per lb. off; stove bolts, 70%; sleigh shoe bolts to ⅜, 32½%; 7-16 and up, 27½%.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging. 5-16, 6¼c; ⅜, 5¼c; tie out, 75%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 6½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 46c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 50c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%

Eavestrough, 8", per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

FORMALDEHYDE
400-lb. bbls., 14½c lb.; 125-lb. kegs, 15½c lb.; 10-lb. jugs, $1.85 each; 24-oz. bottles, $3.85 doz.; 12-oz. bottles, $2 doz.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 57½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 55%.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng...	6 75	6 75
28 Am. or 26 Eng....	6 50	6 50
26 Am. or 26 spec...	6 20	6 20
24 Am. and Eng....	5 80	5 80
22 Am. and Eng.....	5 70	5 70
18 20 Am. and Eng..	5 50	5 50
16 Am. and Eng....	5 35	5 35

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $10.90, $11.90.
LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.11; boiled, per gal., $1.14.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.45 base; Winnipeg, $3.85 base. Cut, f.o.b. Winnipeg, $4.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square, small lots, 1c advance over list; case lots, net list. Hexagon, small lots, ¼c advance over list; case lots, ¾c off list.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $5.18; ⅜, $5.27; ½, $6.17; ¾, $7.65; 1, $11.30; 1¼, $15.30; 1½, $18.32; 2, $24.62; 2½ $38.93; 3, $50.94.

IRON PIPE
Black, ¼, $3.15; ⅜, $3.24; ½, $4.05; ¾, $4.86; 1, $7.11; 1¼, $9.68; 1½, $11.57; 2, $15.57; 2½, $24.57; 3, $32.13; 3½, $38.70; 4, $45.90; 4½, $56.70; 5, $66.60; 6, $86.40.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per bbl., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 50 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.	
10-12 gauge	4 05
14-16 gauge	4 00
17-24 gauge	4 25
26 gauge	4 35
28 gauge	4 50

SHOVELS AND SPADES
Shovels (polished) Fox and Olds $7.70; Bulldog and Jones, $9.05; Black, 50c. per doz. less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $9.00; No. 8, $9.60; No. 10, $10.25. Jones socket scoops, Moose Scoops, No. 6, $9.87; No. 8, $10.40; No. 10, $10.90.

SOLDER 30-31
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.50 at Fort William; $3.90 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $4.05; 17 to 24 gauge, $4.25; 26 gauge, $4.35; 28 gauge, $4.50.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.
TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	11 75
20 x 28 I.X.	14 00
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 91c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.

WARES
Galvanized, heavy, 25, 12½%

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $12.05; small lots, $12.35.

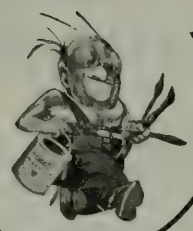
WIRE, BARB
Lyman 4-point, $3.40 f.o.b. Fort William, $3.65 Winnipeg; Glidden Cattle, 2 pt., $3.25 Fort William, $3.50 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $3.15 Fort William, $3.45 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.65; coil spring, No. 9, Fort William, $3.65; Winnipeg, $3.95; coil spring, No. 12, Fort William, $3.85; Winnipeg, $4.15; No. 9, $3.60 Fort William, $3.90 Winnipeg. Plain galvanized, No. 12, $3.80 Fort William, $4.10 Winnipeg.
Patented screen, in 100-ft. rolls, $2 per hundred sq. feet; in 50-ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.60 Winnipeg; $4.20 Fort William.
Brass snare wire, per lb., 45c

WIRE, ANNEALED
0-9, $4; 10, $4.06; 11, $4.12; 12, $4.20; 13, $4.40; 14, $4.30; 15, $4.55; 16, $4.70.

WIRE (STOVEPIPE)
18 and 19 gauge, 6¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



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House Paints, Floor Paints, Barn Roof and Elevator Paints, Structural Iron Paint, Silkstone Flat Wall Colors, Interior Enamels, Wa-ko-ver Stains, Carriage Paints.

A line that assumes all-round satisfaction in your paint department.

The quality and service of Stephens products have built a splendid reputation for them in the West.

Our paints are made to withstand the extremes of the Canadian climate, and do so efficiently. They have remarkable covering capacity and are attractive until completely worn out.

Sell Stephens Products and you make re-orders double sure.

Write us re our exclusive agency.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

FRANCO TRADE MARK

FRANCO FLASHLIGHTS

GOLD MEDAL

are definitely guaranteed. The cases have exclusive patented features—fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker and give more brilliant light than any flashlight battery made.

If you are not now handling FRANCO FLASHLIGHTS, you are losing good time.

Our latest catalogue mailed on request.

INTERSTATE ELECTRIC NOVELTY CO.
OF CANADA, LIMITED
220 King St. W. Toronto, Ont.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

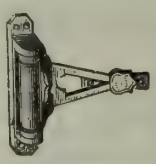
Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

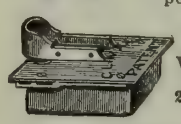
5753 IRON
3 in. 4/9
4 " 7/-
5 " 9/6

5754 BRASS
3 in. 7/6
4 " 10/6
5 " 14, 6
per pair.

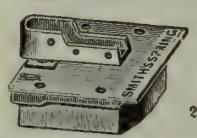


5355 IRON
4 in. 28/-
5 " 39/-
6 " 48/-

5356 BRASS
4 in. 48/-
5 " 66/-
6 " 78/-
per dozen.



2401
With 2 in. Shoe,
21/- each.



2860
With 2 in. Shoe,
28/6 each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

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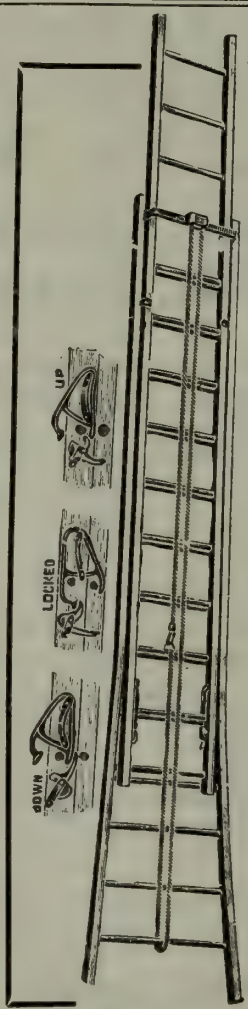


Stratford Extension Ladders

are very easily manipulated and wonderfully strong.

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Made 20 to 60 feet long.

Write for catalog—it gives the fullest particulars.

The Stratford Mfg. Co., Limited.

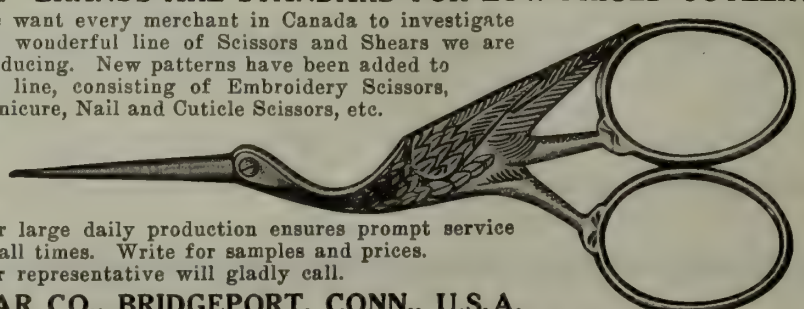
STRATFORD, CANADA

Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY.

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.



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Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

THE TURPENTINE PRODUCERS' AGENCY

261 Macdonell Ave., Toronto

Agents for

LINSEED OILS

DIRECT IMPORTERS OF

TURPENTINE

Lowest Quotations by Wire or Letter

FIRE NOTICE

RENNIE'S SEEDS

We desire to advise our many customers that although we have suffered a very large loss in Sunday's (February 20th) fire, we have sufficient stocks stored at our warehouse at Long Branch and other warehouses in Toronto to enable us to fill orders complete and to take care of the coming season's trade. We commenced shipping on the 21st at noon and orders will be handled in our usual prompt manner.

RENNIE'S SEEDS

HEAD OFFICE: TORONTO, CAN.

All our branches have been supplied with their season's requirements.

Mr. Clerk

YOU'RE A SALESMAN

YOU are just the man we want to get in touch with to represent us during your "off hours" and spare time.

Every day that you work—you sell goods—you are a salesman, it's a salesman we want, to look after our renewal and new subscriptions right in that home town of yours.

Would you like to turn some of that spare time of yours into cash—would an extra $10 a week interest you, if our plan interfered in no way with your regular duties? That's just the amount, **two hours** daily will average **for you** weekly.

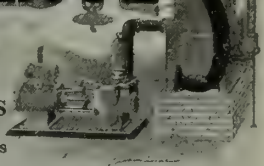
Write us to-day. We will be glad to talk it over with you by letter.

THE MACLEAN PUBLISHING CO.

Dept. C 143-153 University Ave.

Toronto Canada

DARLINGS STEAM APPLIANCES



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Engineers and Manufacturers

MONTREAL, CANADA

Branches: Toronto and Winnipeg

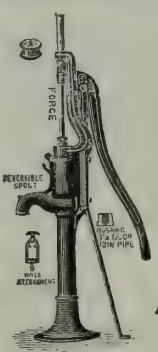
Agents: Halifax, St. John, Calgary, Vancouver

Wanted—Aluminum Sheet Cuttings

either pure metal or specified aluminum. Copper alloy, clean condition (swarf or turnings not required.) Cuttings must be from at least 1-10" gauge sheet. Quote per ton F.O.B. New York or Montreal, and submit representative sample with quotation to

F. W. Lamplough & Co., Unity Building, Montreal

The Aylmer Single Acting Hand Force Pump



This pump has large reservoir head with movable syphon spout, which throws a continuous stream and always gives satisfaction.

Write for full particulars.

In all points these pumps possess every commendable feature, nothing better, nothing surer.

ANTI-FREEZING

Aylmer Pump & Scale Co., Ltd.

Aylmer, Ontario

A Man's RAZOR

Canadian Agents:

Saunders & Wainwright

204 St. Nicholas Bldg.

MONTREAL, Que.

Just the thing for the Traveller, No Blade Expense, Guaranteed for Life

Ask for Samples.

A Safe RAZOR

Geneva Cutlery Co.

GENEVA, N.Y. U. S. A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite-Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

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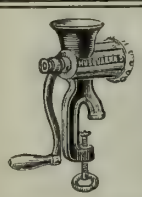

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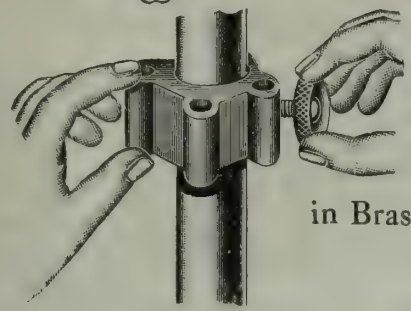

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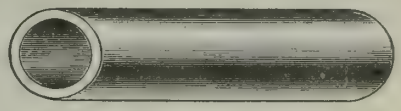

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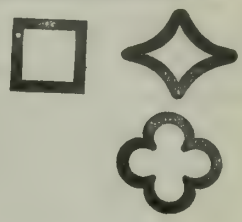

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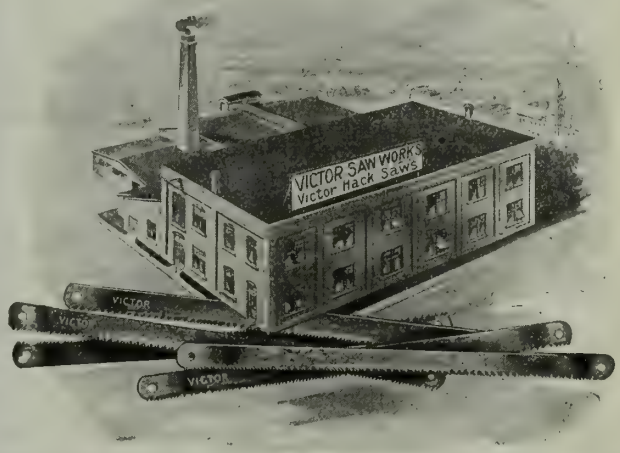

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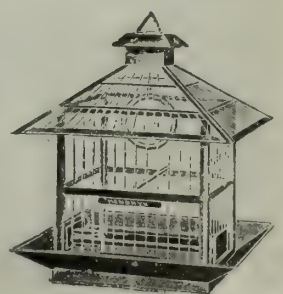

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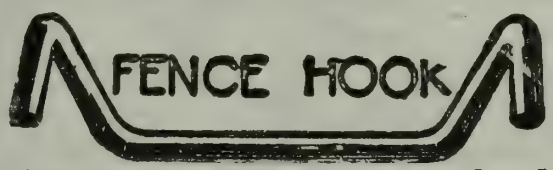

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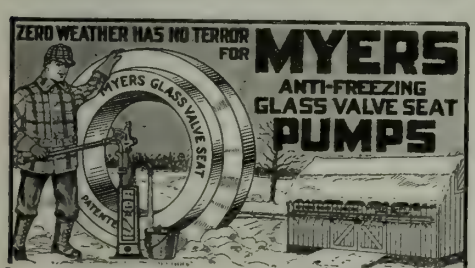

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The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.

Electrical Tools.
John Oakey & Sons, Ltd., London, Eng.

Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
John Oakey & Sons, Ltd., London, Eng.

Enamels
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

End Cutting Nippers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Fencing, Woven Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Wire Fence Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Filters
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

Files and Rasps
Barnett Co., G. & H., Philadelphia.
Delta Fire Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms
Harrington & Richardson rms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Door Fixtures
The Dennis Wire & Iron Works, London, Ont.
Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Fishing Rods, Steel
Horton Mfg. Co., Bristol, Conn.

Fishing Tackle
Andrew B. Hendryx Co.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Universal Sales Co., Montreal.

Flint Paper
John Oakey & Sons, Ltd., London, Eng.

Food Choppers
Landers, Frary & Clark, New Britain

Force Cups
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Friction Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Gaffs, Fishing
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron
Dominion Sheet Metal Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
The Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Galvanized Steel Tanks
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Pedlar People, Oshawa, Ont.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland, Sons & Co., Toronto.

Galvanized Wire
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Game Boards
Schultz Bros. Co., Ltd., Brantford, Ont.

Garages, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Garage, Hardware
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Richards-Wilcox Canadian Co., London, Ont.
Schultz Bros., Co., Ltd., Brantford, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

Garden Cultivators
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcuss & Sons, Bushnell, Ill.

Garden Tools
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcuss & Sons, Bushnell, Ill.
Ward & Payne, Sheffeild, Eng.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Gauges
Pratt & Whitney Co., Dundas, Ont.
L. S. Starrett Co., Athol, Mass.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
A. Ramsay & Son Co., Montreal.

Glass Cutting Boards
The Lufkin Rule Co., Windsor, Ont.

Glass, Ornamental
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass, Sheet and Figured
A. Ramsay & Son Co., Montreal.
Toronto Plate Glass Importing Co., Ont.

Glass Paper
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son Co., Montreal.

Glass, Wired
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glue
W.B. Bate & Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Gouges
Buck Bros., Milbury, Mass.

Granaries Portable, Metallic
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., London.

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SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.
Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

MONEL METAL

We are Sole Producers of this natural, stronger than steel, non-corrodible alloy. Manufactured forms are rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

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High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

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Limited
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JOHN OAKEY & SONS Limited

Manufacturers of

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Wellington Mills, London, England

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NEW GLASGOW, N.S.

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FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THIS ACTUALLY HAPPENED

Here's positive proof of the strength of Peerless Fencing. This actually happened. We don't ask you to take our word for it. Read what the owner says. Here's his letter:—

Dear Sirs: I am writing a testimonial as to the strength of your Peerless Junior Chicken Fencing. Mine is four feet high. It turned two horses, each weighing 1400 pounds. They ran full tilt into the fencing about 2 rods from each other at the same time. The result was that they turned a somersault over the fence, alighting on their heads and necks, scratching them up some, but the fence remained intact. Yours truly,

Joe Boothroyd, Surrey Center, B. C.

Think of it! A dead weight of nearly a ton and a half coming with violent force against our poultry fencing—not field fencing—and yet

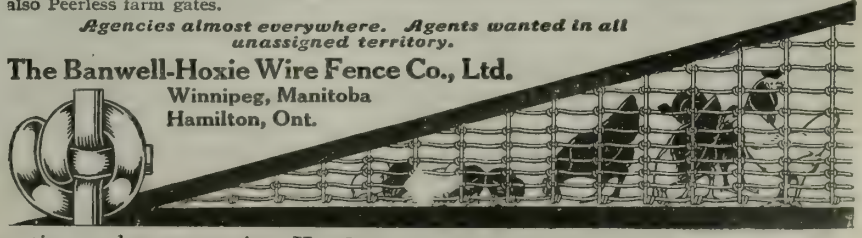
Our PEERLESS Junior Poultry Fencing Held

What greater test can you ask? We build it stronger than is necessary under ordinary circumstances. We build it of Open Hearth steel wire with all the impurities burned out and all the strength and toughness left in. Well galvanized. Every intersection is locked together with a Peerless Lock. Top and bottom wires of Peerless Poultry Fencing are heavy—extra strong. Consequently, fewer posts are required. Peerless fencing can't sag—can't get out of shape—can't help giving absolute satisfaction.

Catalog giving details on request. Describes our poultry, farm and ornamental fencing, also Peerless farm gates.

Agencies almost everywhere. Agents wanted in all unassigned territory.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ont.



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Grinders, Grain
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Grinding Compound
The Carborundum Co.

Guns
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.

Gun Implements and Oil
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Hame Fasteners
Imperial Mfg. Co., Welland, Ont.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.

Hand Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain.

Hardware, Metal Window
The Stanley Works, New Britain.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Hay Wire
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Heating Drums
Collins Mfg. Co., Toronto.

Hinges
Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.

Hoisting and Conveying Machinery
Cushman Motor Wks., Ltd., Winnipeg.
Manitoba Bridge & Iron Wks., Ltd Winnipeg, Man.

Hollow Handle Tool Sets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hooks
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire
The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.

Hooks, Hat and Coat.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horns, Automobile.
Universal Sales Co., Montreal.

Horseshoes and Nails
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.
R. Bird & Co., Crewkerne, Eng.

Hot Plates
Collins Mfg. Co., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Implements, Farm.
Eureka Planter Co., Ltd., Woodstock, Ont.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Wks, Ltd., Winnipeg.

Iron and Steel Bars
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pipe
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Ironing Boards
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
W. R. Bate & Co., Toronto.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Ltd., Stratford.

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Geo. Wostenholm & Sons, Sheffield, Eng.

Knurling Tools
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lanterns
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Lanterns, Gasoline
National Stamping & Electric Wks., Chicago, Ill.

Latchets
The Stanley Works, New Britain, Conn.

Lawn Fencing
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Stratford

Lawn Swings
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Turpentine Producers Agency, Toronto.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Lufkin Rule Co., Saginaw, Mich.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Lockers
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

SALESMAN WITH FOURTEEN YEARS' RETAIL experience desires to improve present position. Married and teetotaler, and capable of taking charge. Would consider position as traveller, eastern territory preferred. Apply Box 258, Hardware and Metal. (10)

WANTED — A TINSMITH—ONE USED TO installing furnaces, for the City of Hamilton and surrounding districts. Steady position. Apply Box 256, Hardware and Metal. (10)

WANTED—TINSMITHING BUSINESS, CARrying stoves, granite and tinware. Stock not to be over $600. Western Ontario preferred. Address Box 725B, Forest, Ont. (11)

ADVERTISING SALESMAN WANTED — WE want a clean-cut aggressive salesman of good personality to represent Hardware and Metal in excellent territory, as advertising salesman. Apply giving full particulars and references to The Manager, Hardware and Metal, Toronto.

WANTED—A WESTERN HARDWAREMAN wants position in retail or wholesale store in the West. Experienced in managing a retail business. Best of references. Apply Box 257, Hardware & Metal, Toronto. (10)

HARDWARE DEALERS — SEND YOUR leaky automobile radiators to us. We specialize on radiator repairs; prompt service. Burrowes Mfg. Co., Toronto.

WANTED — POSITION AS HARDWARE clerk, with Western experience; steady employment. Can furnish best of references. Box 253, Hardware and Metal. (14)

IMPORTANT BRITISH FIRM MAKING cycles and motor cycles need first-class wholesale agent (or agents) for Canada. The goods are of first-class British workmanship and material, at competitive prices, and enjoy a high reputation in the Old Country. Address: Cycles, care of Hardware and Metal, University Avenue. Toronto. (10)

SALESMAN, CLEAN CUT, AMBITIOUS, with successful record of thirteen years' retail and wholesale hardware experience, at present employed as travelling salesman in British Columbia and Alberta, would like to make a change and represent some Eastern cutlery, paint, stove, specialty or hardware house in Western Canada. Apply Box 500, Hardware & Metal, 22 Royal Bank Bldg., Winnipeg. (10)

BRITISH HOUSE MAKING SYRINGES AND spraying machines for every possible use, need Canadian agents. The line is the most complete in the world, and include knapsack and ordinary spraying machines for fruit growers, lime-washing machines for farms, factories, etc. Disinfecting machines for all purposes. Anything in the way of spraying and washing machines made to suit the market. Agents must be aggressive and ready to work the line thoroughly. Write: Spraying Machines, Hardware and Metal, University Avenue, Toronto. (10)

FOR SALE

FOR SALE — HARDWARE BUSINESS IN southern Saskatchewan, on Soo line. Best wheat growing district. Town having five elevators and large trading territory. Present owner wishes to leave for family reasons. Apply to Box 248, Hardware and Metal. (12)

FOR SALE—$5,000.00 HARDWARE STOCK, including fixtures. Inventory has just been completed. This is an excellent opening for a young hardwareman that knows the business. Present owners being engaged in manufacturing find it absolutely necessary to close out the above stock at once. Stock is clean. Large town and country district to cater to, with comparative little opposition. Box 259, Hardware and Metal. (10)

MISCELLANEOUS

WAREHOUSE SPACE TO LET.—WE ARE prepared to rent space, warehouse or forward goods for any manufacturer or commission firm at reasonable charges. Merchants Hardware Specialties, Limited, Box 597, Calgary.

BARGAINS IN PAINTS—A LARGE STOCK of mixed paints, varnish stains, oil stains, colors in oil, enamels, etc., offered in lots to suit, at lower than manufacturers prices, on account of labels and tins slightly rusted and soiled. Fine for advertising job lots or bargains. List on application. J. R. Walker & Co., Montreal. (11)

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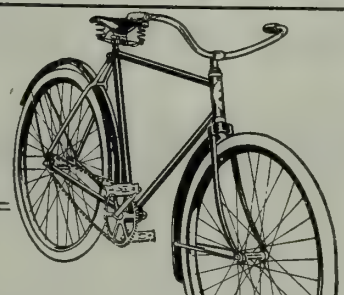

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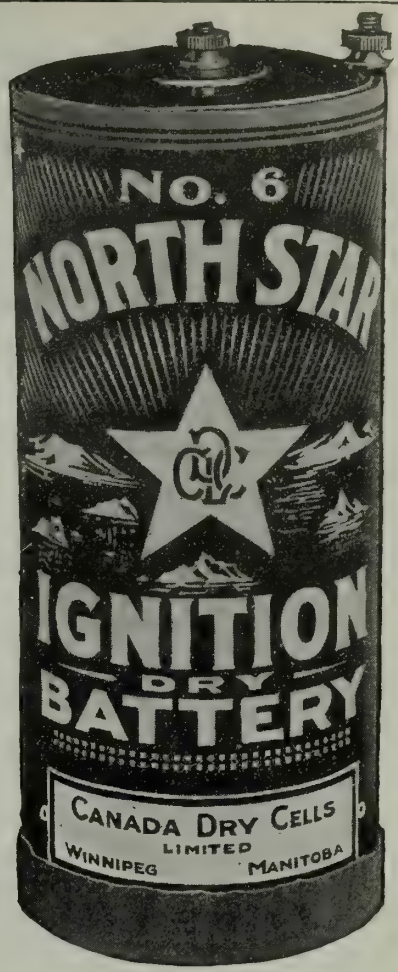

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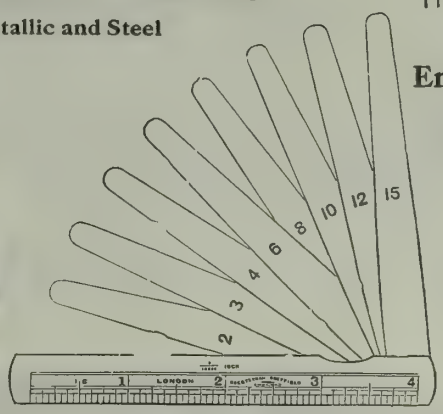

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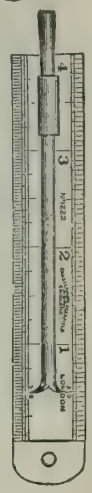

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are unequalled for cutting and wearing qualities.

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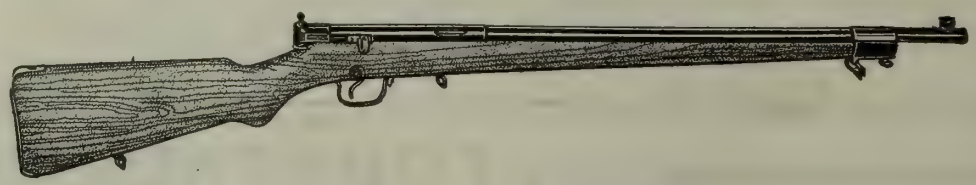

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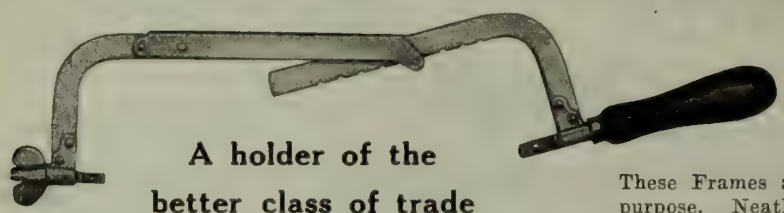

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Takes Blades 8 in. to 12 in.

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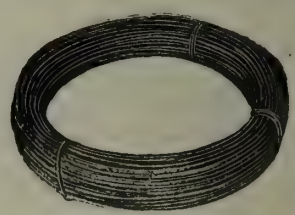

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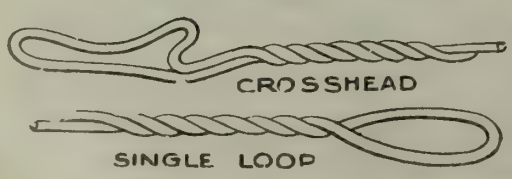

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ORDERS INVARIABLY REPEAT

"Multiped"

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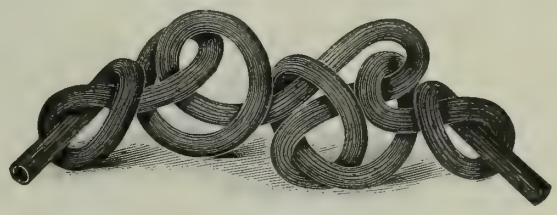

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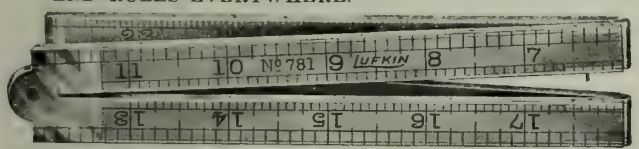
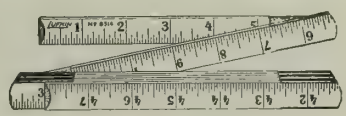
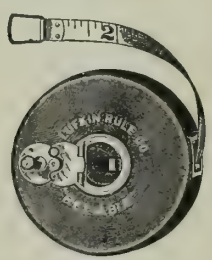
These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.







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A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
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TINKER TOM'S TALKS.

Talk Number Thirty-Eight

What are the good points of a galvanized sheet? Softness, flatness, coating. Add service and you've described "PREMIER," the only Galvanized Sheets Made-in-Canada, and the best made anywhere. Every real jobber sells them.

TINKER TOM.

Look for Talk No. Thirty-nine next week.

(92-W)

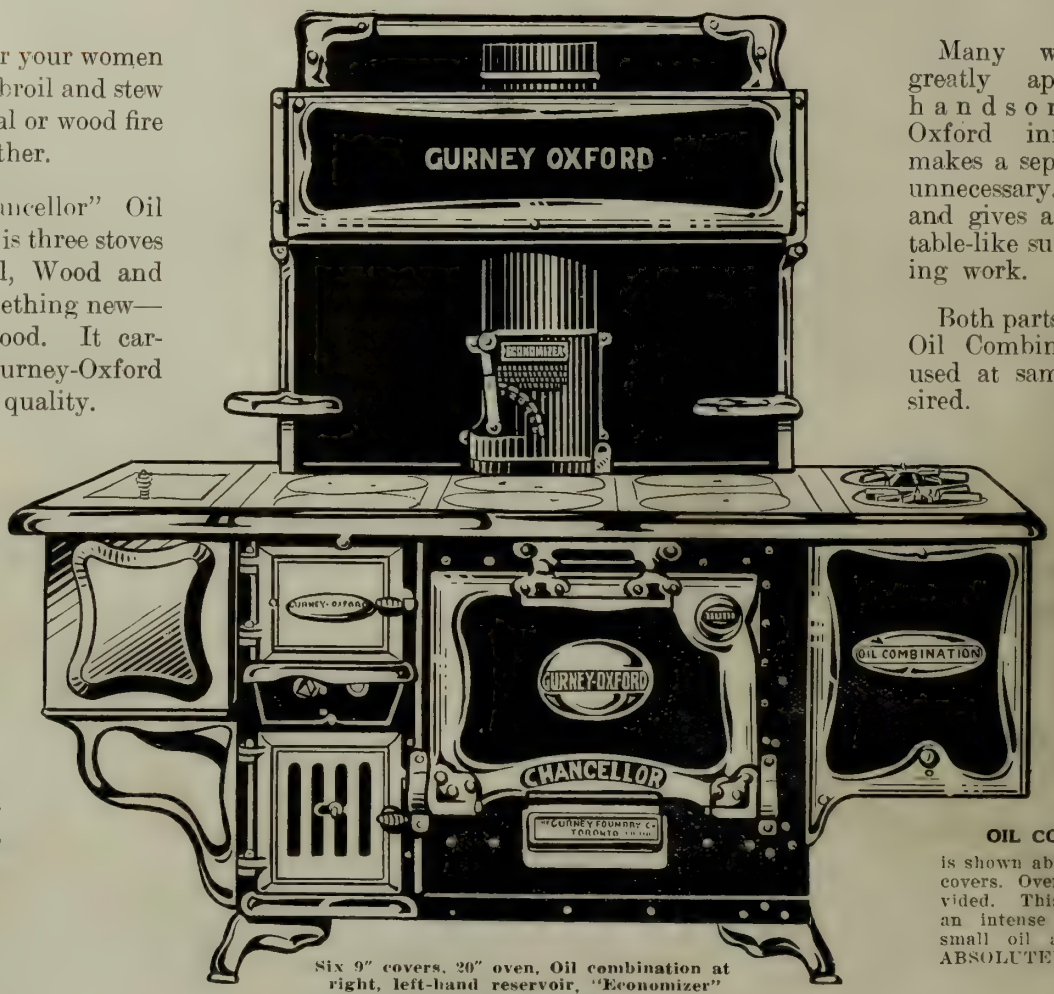
DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Chancellor Oil Combination
a splendid Gurney-Oxford achievement

Here's the one big advance made in range construction in the last 20 years. Something that is needed in every home where gas is not available for summer cooking.

No need for your women customers to broil and stew over a hot coal or wood fire in warm weather.

The "Chancellor" Oil Combination is three stoves in one—Coal, Wood and Oil. It's something new—something good. It carries the big Gurney-Oxford guarantee of quality.



Six 9" covers, 20" oven, Oil combination at right, left-hand reservoir, "Economizer" and warming closet as shown above.

Many women will greatly appreciate this handsome Gurney-Oxford innovation. It makes a separate oil stove unnecessary. Saves room and gives a splendid, big table-like surface for cooking work.

Both parts of Chancellor Oil Combination can be used at same time if desired.

Can be sold at an attractive price.

OIL COMBINATION

is shown above. Two cooking covers. Oven can also be provided. This Oil Stove gives an intense heat on a very small oil allowance and is ABSOLUTELY ODORLESS.

Be the first in your neighborood to show this exclusive Gurney-Oxford "Chancellor Oil Combination." It will make a hit with every woman who sees it.

For attractive Spring 1916 proposition write

Gurney Foundry Company, Limited, Toronto

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Gurney-Oxford leadership means prestige and bigger sales for our dealers

HARDWARE AND METAL

Vol. XXVIII No. 11 PUBLISHED EVERY SATURDAY SINCE 1888 March 11 1916

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One Week from To-day Our Big Consumer Campaign Starts

An eleventh-hour decision to become our exclusive agent in your district may be too late. If you want more paint profits, there's no time like the present to learn what our complete selling service includes.

Canada Paint

will be more than half sold

to your customers if you are the C.P. agent. Our big campaign will make a large number of the possible paint users want Canada Paint products.

If you want to obtain the full benefits--"Get Out and Get Under."

Canada Paint Co., Limited

572 WILLIAM STREET, MONTREAL

"It Is Our Hardware Bible," Says President Carter

AT the Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association, held in Toronto, February 22-24, one session was given over to an interesting discussion of fire losses and insurance adjustments. W. J. Carter, 1st vice-president of the association, (elected president at a later session) was telling of his experience in adjusting losses resulting from the destruction of his fine store by fire, when the following questions were asked him by President C. W. Conn, who was in the chair:

Mr. Conn: "I understood you to say, Mr. Carter, that your office and price book had been destroyed. How did you get your prices to complete your stock sheets?"

Mr. Carter: "Why, we took Hardware and Metal, and filled in the prices from its Current Market Quotations."

Mr. Conn: "One of your valuable assets, then, is Hardware and Metal?"

Mr. Carter: "Yes, it is our Hardware Bible."

"P.&W. Co."

SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

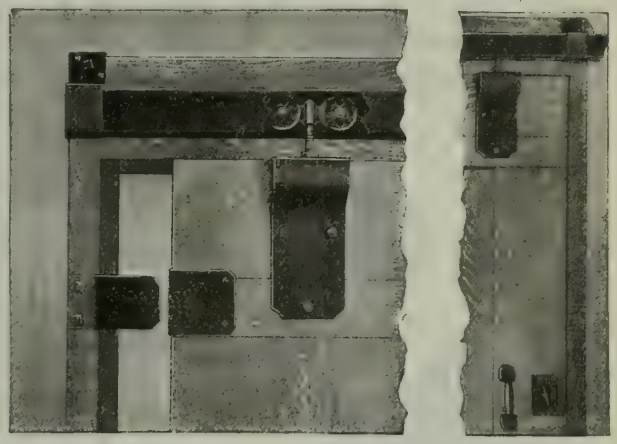
If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

IMPORTANT

This new hanger makes a sliding door fit into jamb flush like a swing door



"R-W" Flush Door Hangers

When it is desired to make a a sliding door WEATHER-PROOF, this is the ONE RIGHT HANGER.

Three Sizes—for 2 in., 2½ in. or 3 in. Doors.

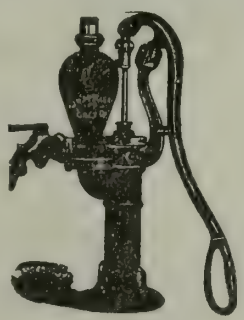
UNLOAD YOUR SLIDING DOOR PROBLEMS ON TO OUR SHOULDERS—THAT'S OUR BUSINESS.

Richards-Wilcox
Canadian Company, Ltd
London, Ontario.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

THE UTMOST IN QUALITY
AT
Lowest Possible Price

You appreciate the only way to hold trade is to sell satisfaction with every article.

That the market has been flooded with cheap cutlery is evident. Foster Bros.' Brand Cutlery have achieved a reputation for durability and quality.

For years and years this cutlery has made contented users everywhere and more business for dealers. They are a make much sought after by "those who know" because of their superior cutting and lasting qualities.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835

UNIVERSAL

The Million Dollar Name Saves Time in Selling "Universal" Cutlery

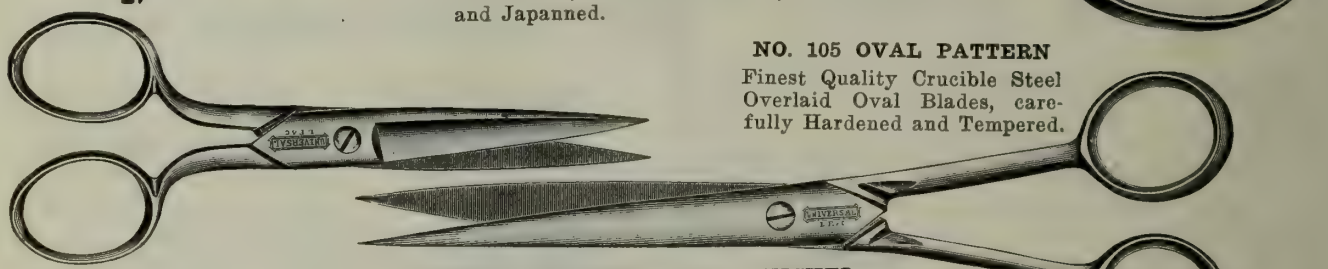
UNIVERSAL SHEARS

Sharp When They're New—Sharp When They're Old

Perfectly tempered and ground, matched to such a degree of fineness that they never hack the cloth but cut cleanly the heaviest fabrics or the sheerest silks. They may be sharpened and resharpened and a perfect cutting edge will always result.

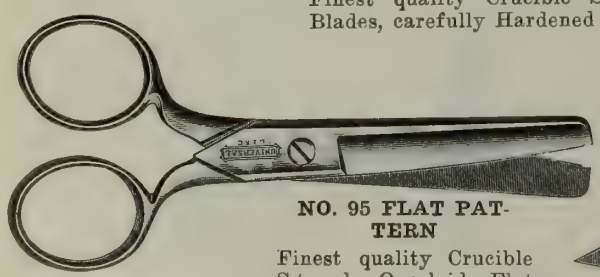
UNIVERSAL CUTLERY

NO. 20 STRAIGHT, FULL NICKEL PLATED
Highest Grade Forged Steel, Overlaid Crucible Blades, Hand Fitted Bows, Nickel Plated and Japanned.



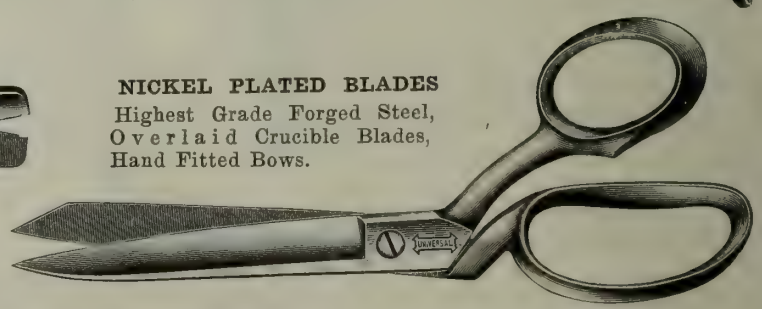
NO. 105 OVAL PATTERN
Finest Quality Crucible Steel Overlaid Oval Blades, carefully Hardened and Tempered.

NO. 55 FRENCH PATTERN, FULL NICKEL PLATED
Finest quality Crucible Steel, Overlaid Beveled Blades, carefully Hardened and Tempered.



NO. 95 FLAT PATTERN
Finest quality Crucible Steel, Overlaid Flat Blades, Carefully Hardened and Tempered.

NICKEL PLATED BLADES
Highest Grade Forged Steel, Overlaid Crucible Blades, Hand Fitted Bows.



LANDERS, FRARY & CLARK, New Britain, Conn.

A. McFARLANE & CO., Limited, MONTREAL, Canadian Representatives

Don't Get Caught Without These

Syrup Testing Thermometer

No. 5952

We have them.

Order early for immediate shipment.

Syrup Hydrometer

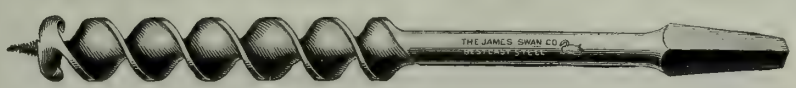
No. 7226A

SUGAR OR TAPPING BITS

CYCLONE

Extra Quality Polished Tool Steel; Single Twist; Gimlet Point

No. 60—7-16 inch Diameter; Length Over All 6½ inches.

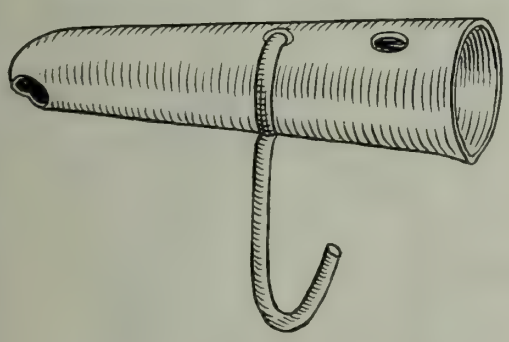


COOK

Full Polished Tool Steel; Double Twist; Double Spur

No. 93—7-16 inch Diameter; Length, 6½ inches.

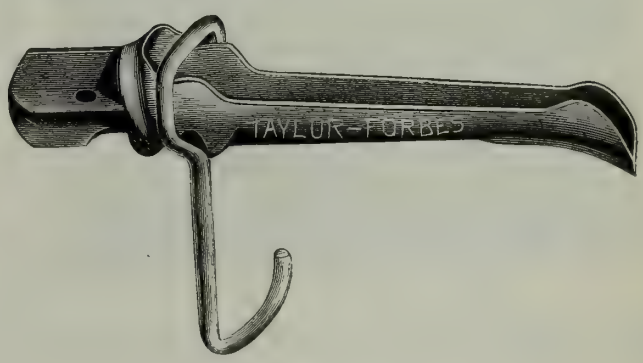
SAP SPOUTS



PERFECTION

A Light, Unbreakable and Strong Spout

No. 5—Tinned Steel, One-piece Body; Tinned Wire Hook; 2⅝-in. Long; ¾-inch Opening; Weight per Thousand, 50 lbs. Half Thousand in a Box.



EUREKA

A very popular and largely used spout. Easy to Insert or Withdraw

No. RK—Lacquered Cast Iron; Length 3 inches; With Steel Wire Bucket Hook; Weight per 1,000 cased, 78 lbs. Half Thousand in a Box.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE HARDWARE

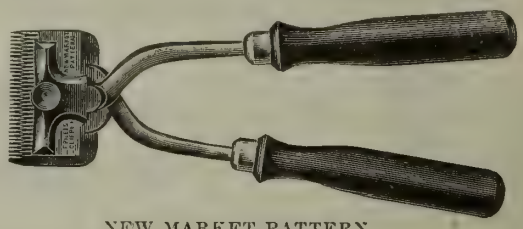
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

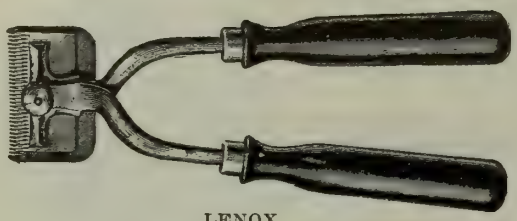
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.

BALL BEARING
Retailing at about $2.50.

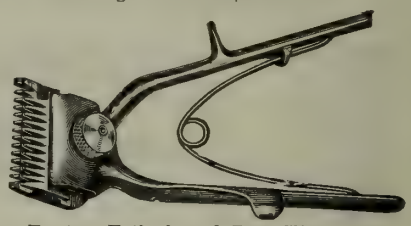


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

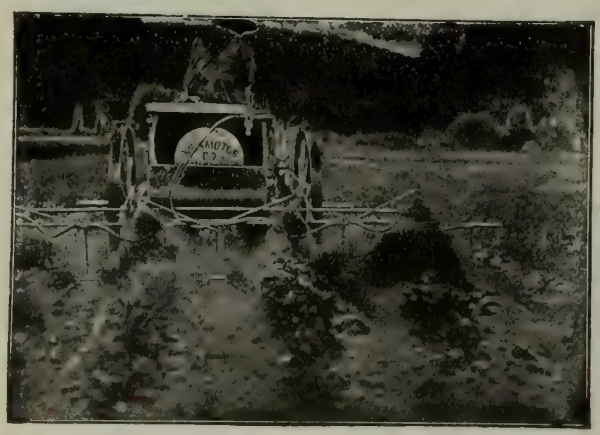
If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City



The Sprayer Familiar to Farmers

Consistent and persistent advertising in the farm publications has made the name of "Spramotor" widely and favorably known to farmers. Why not turn this reputation to your advantage by offering the

Spramotor
It isn't a SPRAMOTOR unless we made it.

to your customers? Besides the liberal profit, there is also the knowledge that you are handling an article that you can honestly recommend and that you know will give satisfaction. The reputation that the Spramotor bears among farmers is going to help you to make sales. Our special dealer proposition will interest you. May we send you particulars?

Made in Canada—No duty to pay.

Spramotors Limited, 2822 King St., London, Canada
or Spramotors Limited, 2922 Erie St., Buffalo, N.Y.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

For Your Customers Who Own Sheep

Nothing could be a better purchase this season of high and rising prices for wool than a

STEWART Shearing Machine

It takes the wool off evenly and quickly all over, and secures the longest staple, which brings top prices.

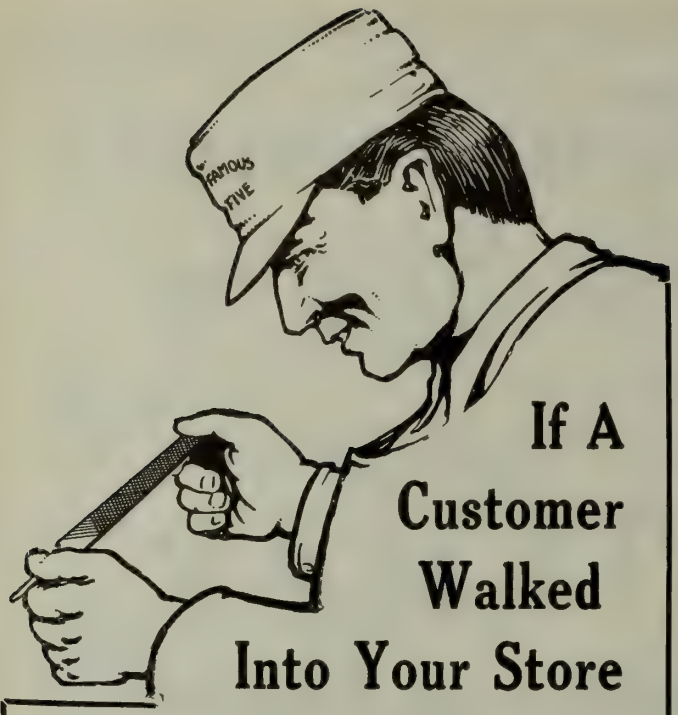
The Stewart No. 9 Shearing Machine

sells to the user in Canada at only $14 25

Every sale carries a good and satisfactory profit to you

ORDER FROM YOUR JOBBER

Chicago Flexible Shaft Co. 250 Ontario St. **Chicago**



If A Customer Walked Into Your Store

and asked for a file, what would you give him?

Any one of the following five will ensure his future custom:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

They are Canada's favorites—controlling 90 per cent. of the demand.

Millions are used yearly, and the demand is increasing — due, in a large measure to our educative advertising campaign—teaching your customers the economy of discarding a file when it has reached its "inefficient" point.

Remind your customers that after a certain point in the life of a file, time is wasted in its use, and the work suffers.

We're helping you. It only remains for you to stock the files with the big demand.

Nicholson File Company

Port Hope *(Jobbers Everywhere)* **Ontario**

Stanley Tools

Stanley Nail Sets

¶ Made of a high grade of tool steel. Both ends hardened and oil tempered. Specially well knurled, giving the workman a feeling of security as to "grip." ¶ The point that comes into contact with the nail is "cupped" and the edges nicely rounded. Made in a variety of sizes four inches long.

¶ These are packed in attractive display boxes and every tool sold means a satisfied customer.

¶ You should have them in stock. They will prove themselves sellers.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

STABLE BRUSHES

THAT STAND LOTS OF HARD WORK.

Take a Keystone Dandy Brush—a solid, one-piece hardwood back, well filled with good, tough material, and fastened with steel wire—and you will have a brush you can proudly recommend. You will find your customers insisting on a Keystone Stable Brush or Broom the second time. There's a reason.

WRITE FOR PRICES, ETC., TO

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Making Your Store Stand Out

This happens to be Plymouth, Mass., but as far as one could tell here it might be almost any town. Imagine for the moment it's **your** town.

Call one of these stores **your** store. Outwardly they are all much alike (as most stores are). How can you make yours stand out from the rest?

A distinctive store front will help, by attracting the public's eye. But you want to influence its **mind** —the place where all sales are made.

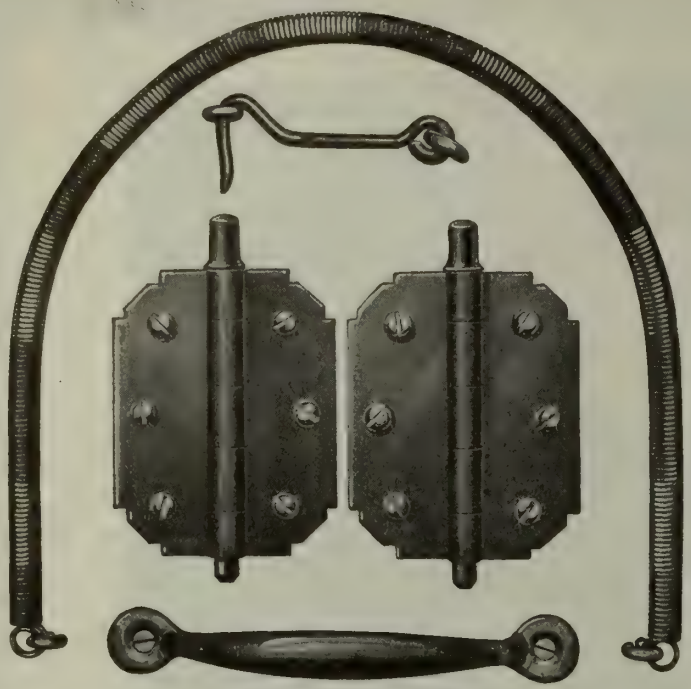
In short, you want to make people turn **instinctively** to your store when in need of certain lines of goods—and to do this not just once or twice, but **invariably.**

Isn't it true that the only things which will accomplish this result are superior goods, superior values, and superior service?

We believe that it is, and in other ads., following this one at intervals of every other week, we shall show the working out of this principle as applied to rope.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS., WELLAND, ONT.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, ONTARIO CANADIAN SALES AGENTS



No. 175 SCREEN DOOR SET

Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

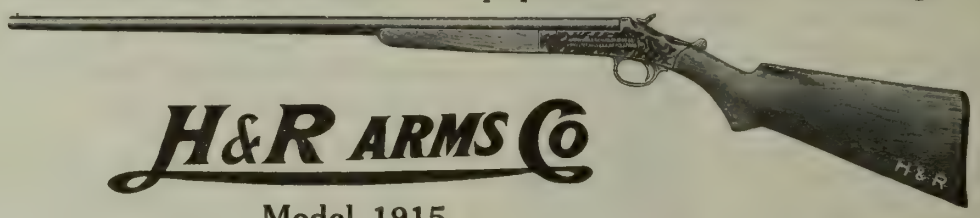
BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

HARDWARE

FOR

Ammunition Boxes and Cases

To Comply with

IMPERIAL MUNITION BOARD SPECIFICATIONS

BANDS

(Ready to put on cases)

Also BAND IRON, 1¼ x 16, cut to lengths

WOOD SCREWS, NAILS, STAPLES AND WIRE HANDLES

THE HARDWARE IS MADE IN OUR OWN PLANTS.

We Guarantee Delivery. *Prices on Application.*

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON
TORONTO
VICTORIA
VANCOUVER

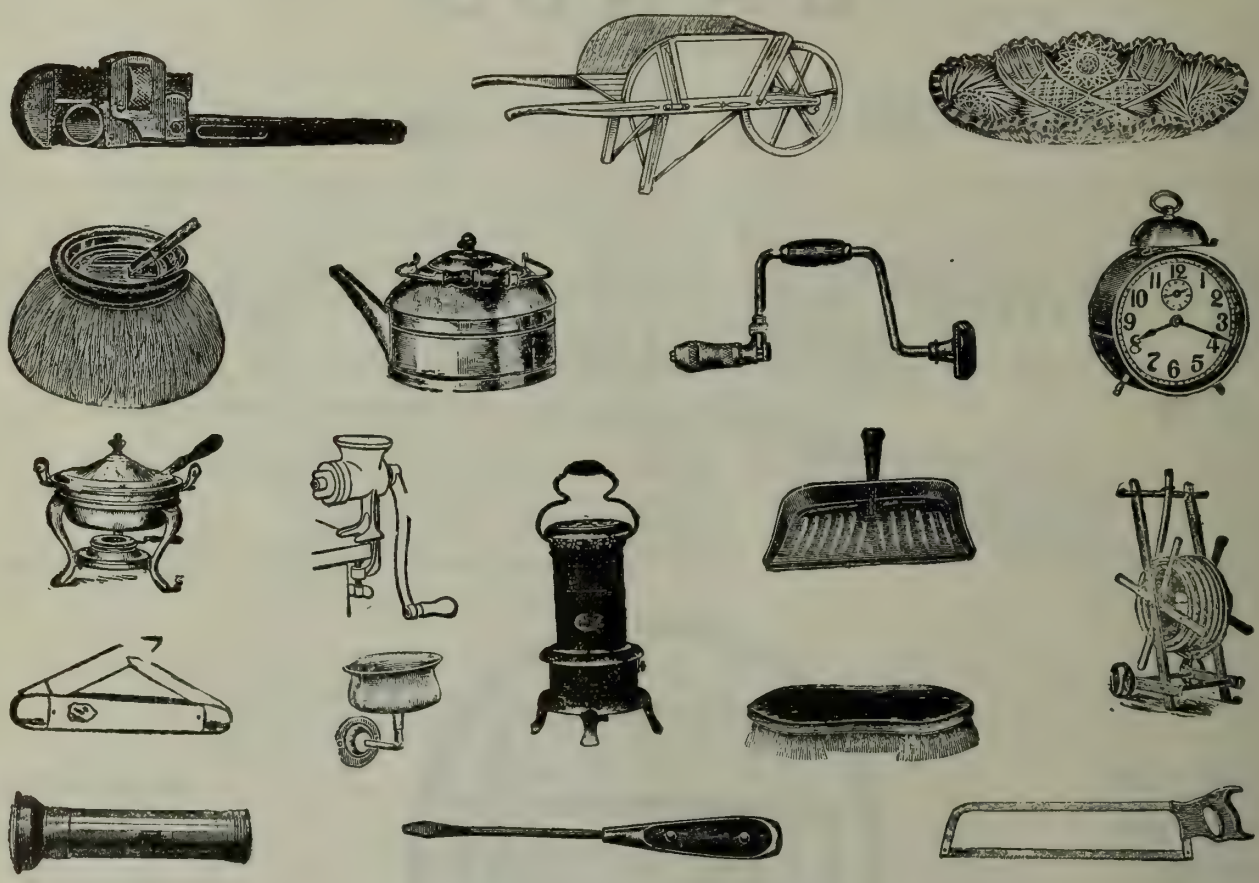
MONTREAL
WINNIPEG
ST. JOHN
HALIFAX

Make Your Local Advertising Pull More Business

Hundreds of Canadian hardwaremen are making their local advertising, their circulars and booklets pull more business for them, by using small electros to brighten up the reading matter.

We can supply you, just the same as we have these other hardwaremen, with these electros, at the small cost of 15c each. Every cut is mounted on wood ready for use when it leaves our office.

A few of the many electros we have in our assortment are shown on this page and if you wish sheets showing our complete list, drop us a card and sheets will be sent at once.



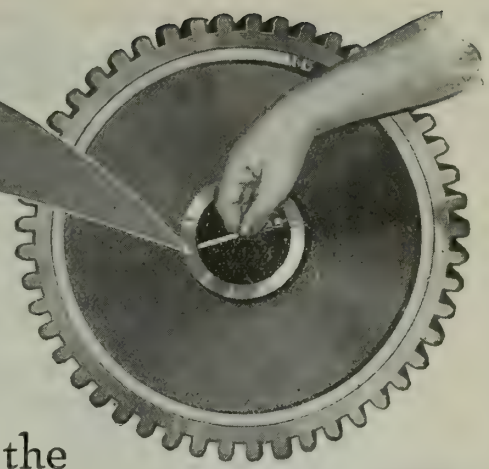
HARDWARE & METAL

ELECTRO SERVICE DEPARTMENT

143-153 University Avenue - TORONTO

MONTREAL WINNIPEG

Fits



THE best machinist is the one who can caliper his fits so accurately the jobs never come back for refitting. This means the machinist must place great dependence upon his instruments. Therefore, the best machinists go to the store where tools and instruments of highest quality and greatest accuracy are sold.

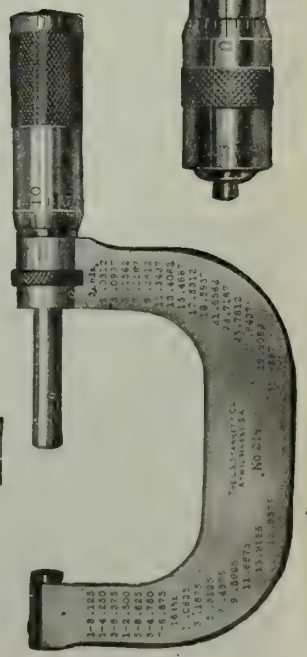
Starrett Tools

and Instruments of Precision

are absolutely true and are designed for quick, easy adjustment.

For example—the Starrett quick adjusting micrometer can be instantly opened or closed to any point within its capacity. This saves time and combines speed with accuracy. Starrett Tools are well known as standard by all expert machinists and engineers.

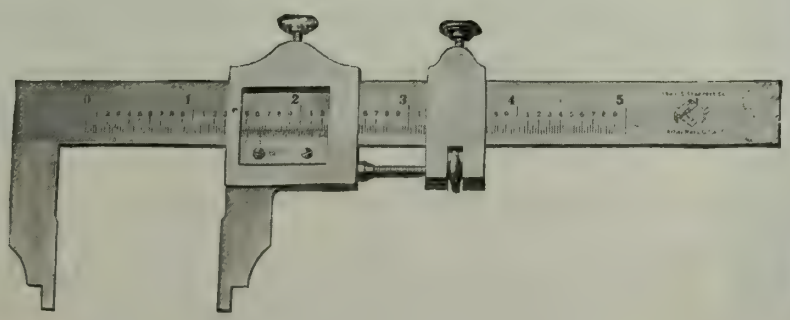
We deal direct with Hardware Stores. Write for our Free Catalog No. 20-MA prices and discounts.



The L. S. STARRETT CO., Athol, Mass.

"The World's Greatest Tool Makers"

NEW YORK LONDON CHICAGO



STARRETT TOOLS TRADE MARK REG. U.S. PAT. OFF.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

High Quality TOOLS

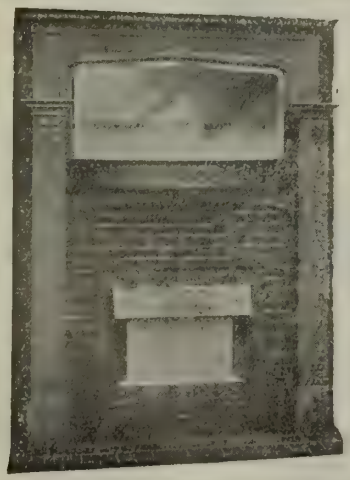
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

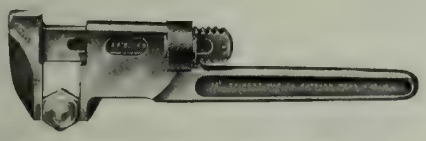
Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

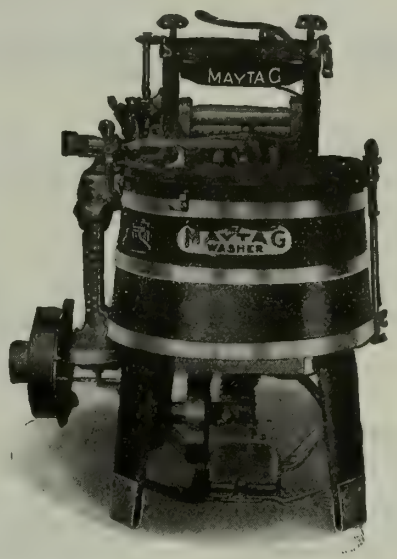
Honor Awarded means Merit Rewarded



Send for Catalog No. 150

The Maytag Multi-Motor Washer

Announcement Extraordinary!



What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.

WINNIPEG, MAN.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

See That Coupon?

IF that *same coupon* pointed to a $50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra $5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

Tear It Here. Mail It To-day.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue
TORONTO - ONTARIO

The MacLean Publishing Co., Limited,
143-153 University Avenue, Toronto, Ont.

Gentlemen,—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right, —Rush full particulars. I'm interested.

Name.....

Address.....

Addition to Electro Assortment

ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of fifteen cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal a few months ago, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.

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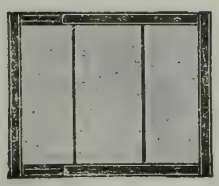
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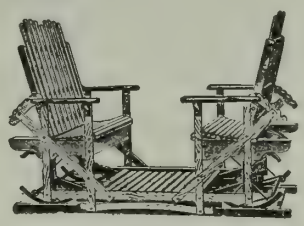
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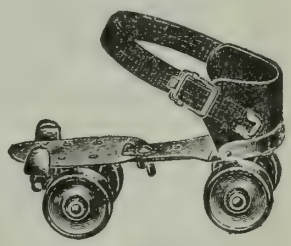
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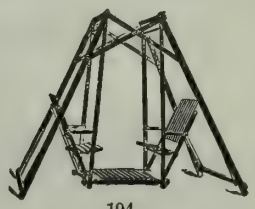
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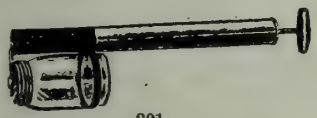
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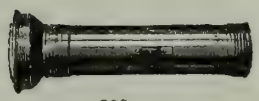
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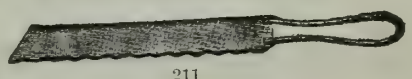
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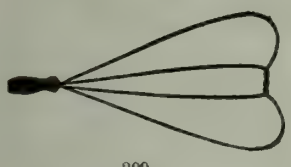
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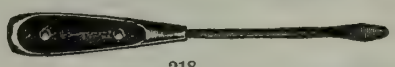
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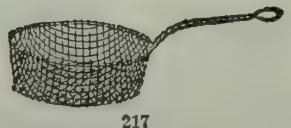
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FRANCO TRADE MARK

FRANCO FLASHLIGHTS

GOLD MEDAL

are definitely guaranteed. The cases have exclusive patented features—fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker and give more brilliant light than any flashlight battery made.

If you are not now handling FRANCO FLASHLIGHTS, you are losing good time.

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INTERSTATE ELECTRIC NOVELTY CO.
OF CANADA, LIMITED
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Clothes Wringers

Every Kind for Every Need

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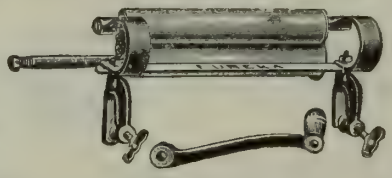
Covered Cog Wheels
One, Two, Three and Five-Year Grade Rubber Rolls.

MADE IN CANADA

None better made anywhere



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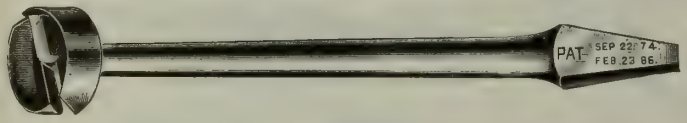
Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.



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Torrington, Conn., U.S.A.

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
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Poultry Leg Bands and Ear Tags and Buttons for Stock. Tag your stock and mark your poultry. Best and cheapest means of identification for Hogs, Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.
The Rideau Specialty Co., Smiths Falls, Ont

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

In bad weather put your men at erecting

Metallic Ceilings

If you work it right you can always have a job ahead, It's profitable work too, in good weather or bad, if you use "M.R.Co." goods. We send you samples for your windows and advertising matter for your prospects. Write us for catalogue and book up a job or two for the next rainy spell.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

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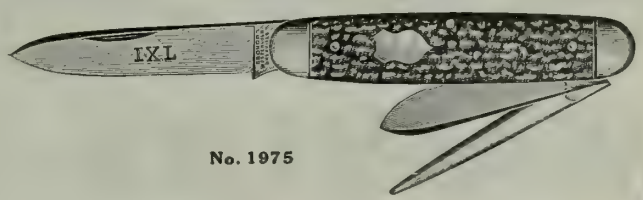

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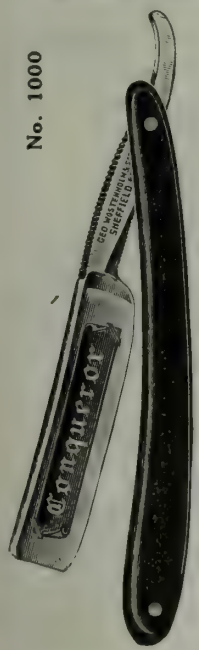

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Manufactured by
GEO. WOSTENHOLM & SON
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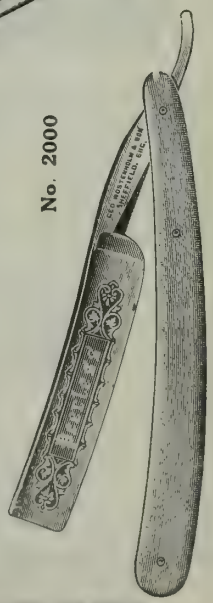
The most popular brand of high-grade cutlery sold in Canada.
All I·XL Cutlery is fully guaranteed.
Most complete assortment of Pocket, Table and Butcher Knives with Razors, Case Carvers and Electro-Plated Ware is stocked by
All Leading Jobbing Houses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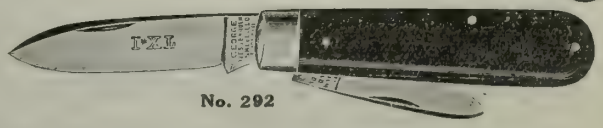

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A. MACFARLANE & COMPANY, LIMITED, MONTREAL, Canadian Representatives.

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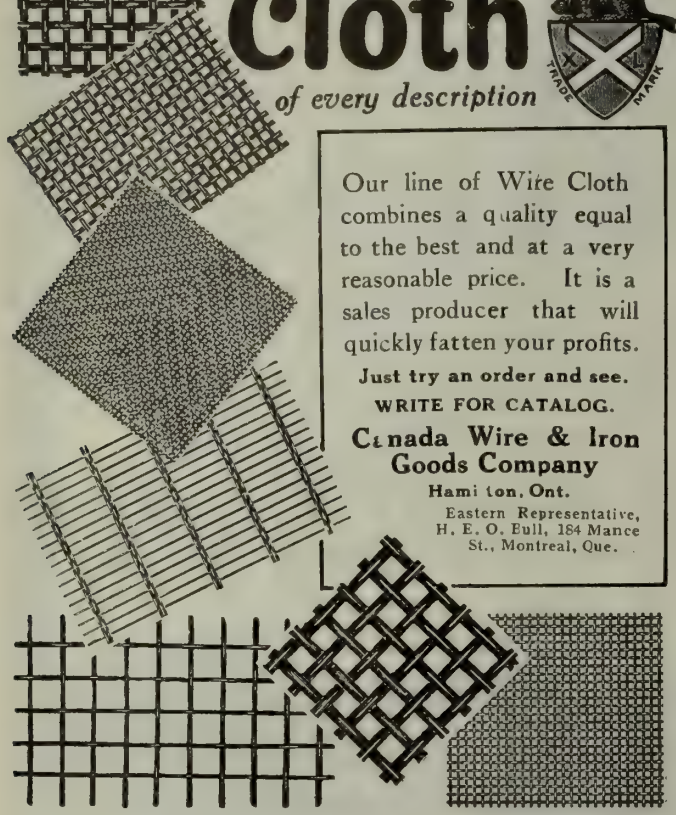
of every description



Our line of Wire Cloth combines a quality equal to the best and at a very reasonable price. It is a sales producer that will quickly fatten your profits.

Just try an order and see.

WRITE FOR CATALOG.

Canada Wire & Iron Goods Company

Hamilton, Ont.

Eastern Representative, H. E. O. Eull, 184 Mance St., Montreal, Que.

Handle your Oils and Gasoline with the WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

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Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.

A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta

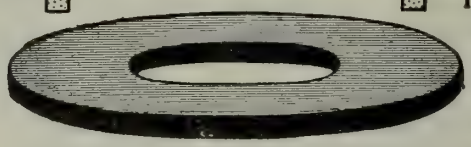
THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

"Just the Thing for My Home."

Scores of your own customers are planning right now to make home brighter and more livable with Pedlar's Ceilings and Walls The striking Pedlar Advertising in all the important newspapers and magazines are making these big orders possible for you. Get ready now with a display of

PEDLAR'S PERFECT METAL CEILINGS AND WALLS

Let them know you can supply them. It means not only profitable ceiling orders, easily filled, but brushes and paints and other accessories, and erection jobs for your tinsmith as well. Pedlar Advertising and Pedlar Ceilings and Walls bring sales to all the important departments of your store. Write for the fine Ceiling Catalogue E.M that makes selection easy for your customers. Free to dealers, write to-day.

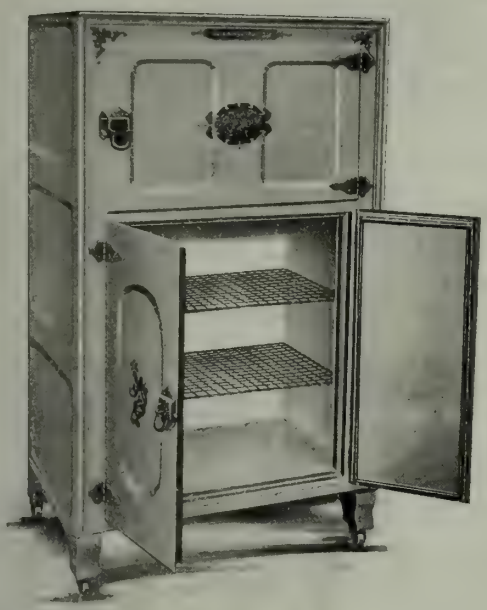
THE PEDLAR PEOPLE, LIMITED

Established 1861

Executive Office and Factories: Oshawa, Ont.

Branches: Montreal, Ottawa, Toronto, London, Winnipeg

Davidson's Frost River Refrigerators



The season is approaching when your customers will be looking for a Refrigerator.

The most sanitary, the most serviceable and the most durable is the Frost River Refrigerator.

It is made of sheet steel galvanized, therefore absolutely rust proof.

The exterior is Japanned a French Grey.

The food chamber is enameled white.

Made in 3 sizes and made to last a lifetime.

Write for Prices.

The Thos. Davidson Manufacturing Company, Limited

Toronto MONTREAL Winnipeg

MORRISON BRASS VALVES

Morrison Valves are especially adapted for service where the requirements are severe.

They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

It is impossible to produce a better line than MORRISON BRASS VALVES.

Full information and prices furnished upon request.

The James Morrison Brass Mfg. Co., LIMITED

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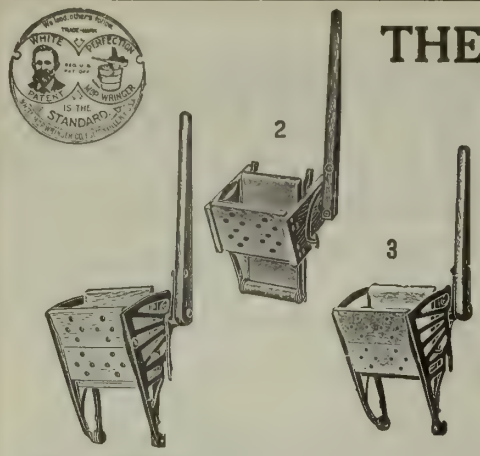

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Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.

The Easy Way to Display and Sell Wire Cloth

The awkwardness in unrolling wire cloth is done away with the instant you instal

The BOWSER Wire Cloth Display Rack

and besides, your stock is displayed in a very attractive and effective manner;—your store will have a neater and more up-to-date, business-like appearance which attracts the better class of trade.

Once known—always used.

It will pay you to get full particulars.

R. M. BOWSER & SON
Renfrew, Pa.

COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

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Makers of the New Wooden Wash Board
NEWMARKET, ONT.

WIRE NAILS

IN STEEL HOOP KEG
Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES
Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO

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25,000 NEW LETTERS from PEOPLE who will BUY FISHING TACKLE—

Our National Magazine Advertising brings us 25,000 or more new letters every year. This year it should bring us many more. We gauge the success of our advertising each season, not only by our sales, but also by the number of letters we receive from new and old fishermen who are planning to buy new rods and tackle of all kinds.

This Is How WE KNOW

that our advertising is creating New Tackle Trade for every dealer who co-operates with us, working to develop into actual sales Fishing interest which our advertising arouses.

Our Advertising This Season is Concentrated

On Our Ten Best Sellers

No. 38. New Adjustable Telescopic Fly Rod.
No. 5. The Original Telescopic Fly Rod.
No. 8. A Long Distance Jointed Fly Rod.
No. 29. Lightweight, Expert Work, Jointed Fly Rod.
No. 25. The Original Bait Casting Rod.
No. 33. The Classy Full-Jeweled Bait Casting Rod.
No. 35. The New Adjustable Telescopic Bait Rod.
No. 11. The Old Standby, All-Service Bait Rod.
The "Bristol" Silk Wound De Luxe Fly Rod.
The "Bristol" Silk Wound De Luxe Bait Casting Rod.

The Prize-Winning Rod

The above 10 "Bristol" Steel Fishing Rods are illustrated and described in our

NEW POCKET CATALOGUE

We will send each "Bristol" dealer 50 **copies FREE**, provided he writes for them and tells us the catalogue numbers of "Bristol" Rods which he has ordered for this year's work. We need to know so that we can refer some of the 25,000 inquirers to him.

The Horton Mfg. Co.

302 Horton St., Bristol, Conn.

Pacific Coast Branch:
Phil B. Bekeart Co., 717 Market St.,
San Francisco, Calif.

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

EFFICIENT SERVICE

Our constant aim is to give you EFFICIENT and RELIABLE SERVICE, the kind that leaves an impression of personal attention.

"Service" Branches throughout Canada, with complete stocks, make quick and prompt deliveries possible.

If It's Rubber
The Dominion Rubber System
Has It

WRITE FOR CATALOGUE, AND LET US SHOW YOU HOW WELL WE CAN SERVE YOU.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MARCH 11, 1916 No. 11

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J. W. TYSON, Associate Editor.
A. G. WEBSTER, Associate Editor.
G. E. PEARSON, Associate Editor.
J. G. LUCAS, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

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Advance Information

A TIP FOR THE DEALER

The sale of O-Cedar Polish this Spring is going to be something immense. Every housewife will want it and will get it. Are your customers going to be able to get it from you? Unless you have a big stock of

O-Cedar Polish

(MADE IN CANADA)

on your shelves—bigger than ever before—you are going to miss sales—many sales. By our national advertising campaign we are telling every woman of the wonderful merits of O-Cedar. Let her see it in your store or window and you will get her order —and she will then be a steady customer for it.

Order from your Jobber.

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., TORONTO

The Substitutes for

J L B L CANADA

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR

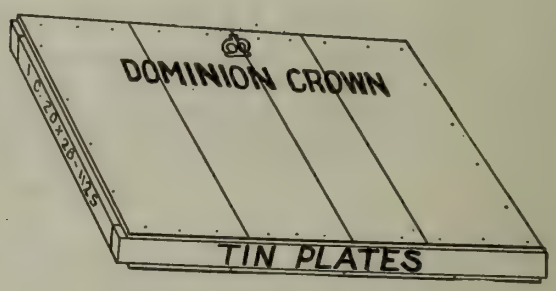
or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., LIMITED

MONTREAL

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 11, 1916 No. 11

Will Binder Twine Go Higher?

Manufacturers Claim Probable Increase in Price Due to the Monopoly of Regulating Commission—Commission States Increased Freight Rates Largely Responsible—Dealers and Farmers Wait Expectantly

AN atmosphere of expectancy hangs over the binder twine industry and retailers and farmers find themselves wondering to what extent the thumbscrews will be applied in the shape of increased prices for binder twine. The large cordage companies have not yet made their prices for the coming season's twine but they are daily expected. The smaller ones are waiting to see what the big fellows do. They will troop along and take the cue from the leaders in the game. In the meantime a howl has gone up from the large manufacturers that the sisal fibre industry is in the hands of a grinding monopoly called the Comision Reguladora del Mercado de Henequen—"Commission to regulate the sale of sisal fibre," and against what is termed the Pan-American Commission Corporation, an organization of American bankers and members of the commission who it is stated by the binder twine manufacturers will receive a large commission on all fibre sales in addition to the interest paid the banks on loans.

Commission Makes Statement

The Comision Reguladora del Mercado de Henequen, whose offices in the United States are at 120 Broadway, New York, state that the increased cost of sisal during the past few months is due to high freight rates. A statement from the commission is to the effect that: "Although the cost of sisal to the manufacturer has increased greatly during the last few months, the advance is due altogether to the unbelievably high freight rates which shippers are now obliged to pay, owing to the tremendous demand for tonnage in the Gulf of Mexico to move the West Indian sugar crops. The net return to the planter in Yucatan, for whom the Comision Reguladora acts as selling agent, is rather diminished than increased. While the reason for higher prices is perfectly understood by all intelligent buyers, as it affects not only sisal but all other important fibres, we wish to go upon record that our steadfast aim has been and is to keep the price of sisal on a level which, while fairly remunerative to the Yucatan planter, shall not prove burdensome to the cordage and twine manufacturers, nor to the American farmer, the principal ultimate consumer of the sisal crop."

Large Crop of Sisal

While the price of the sisal fibre to the Yucatan grower is four cents per pound, the price to the manufacturer is 7 3/8 cents per pound. The Comision Reguladora states the advance is due to freight rates. The crop of sisal for the past year has been the largest on record. For the month of January this year the shipments from the port of Progreso, totaled 132,650 bales. This exceeds by 294 bales the previous best monthly record of shipments.

One of the authorities on the cordage industry states that the high freight rates are "tending to give the United States the exclusive benefit of low-priced sisal, for with sisal relatively so cheap, Europe would undoubtedly be buying sisal extensively were it not for the scarcity of vessels and the high rates." A well-known London firm says: "The Mexican sisal comparatively is the cheapest twine fibre in the world, and an advance would appear likely from 7⅝ cents, but the cost of transport to the United Kingdom is prohibitive."

The American manufacturer has succeeded in getting the ear of Congress to such an extent that a select committee of five members has been appointed by Congress from the Committee on Agriculture to make an inquiry into the binder twine industry and the sisal fibre market situation. That inquiry is now being held, having opened in Washington on February 17, and is still proceeding. At the inquiry Dr. Victor A. Rendon, American representative of the Comision Reguladora, charged two of the leading twine manufacturers with monopolizing the purchase of sisal fibre and acting against the interests of other manufacturers. Other charges were to the effect that one of the large manufacturers had threatened banks with loss of its business if they loaned money to the Comision Reguladora. The counsel of the Pan-American Commission Corporation, which was formed to lend money to the Comision Reguladora, charged that the International Harvester Company had furnished funds used by revolutionists in Yucatan against the Carranza Government. President Cyrus H. McCormick of the International Harvester Company

WATCH FOR NEXT WEEK'S ISSUE

The annual spring number of Hardware and Metal to be issued next week will be one of the best numbers, editorially, that has ever been published. The issue will contain most practical and timely information to hardwaremen in general on subjects of vital interest to the trade. In order to secure the data for articles which will appear in next week's issue, the editors of Hardware and Metal have had to travel many hundreds of miles and interview a large number of hardware merchants, and hardware manufatcurers.

A large number of entirely new and practical features will be introduced. Watch for the next issue. It is one that will be worth many dollars to you, and you will doubtless keep it on file for ready reference for many months to come.

on February 19, took occasion to deny this allegation and set forth the apparent grounds for presuming that his company had advanced money to finance the revolution. He is reported in the cordage Trade Journal as saying:

"The statement before a sub-committee of the Senate at Washington, as reported in this afternoon's despatches, that the International Harvester Company furnished money for a Yucatan revolution, is utterly untrue. It never, directly or indirectly, has had any connection with political conditions in Yucatan or anywhere else in Mexico.

"This charge grows out of the fact that the harvester company is a large purchaser of sisal, the principal product of Yucatan. Its purchases of sisal were made through Avelino Montes, a wealthy merchant of Merida, Yucatan, who purchased the sisal and paid the planters with his own funds.

"In the regular course of business, in February, 1915, Montes had made a contract for sisal for the harvester company's account, with the Yucatan Regulating Commission, the agency through which the Yucatan government controlled and still controls the sisal market.

"When only a small part of this purchase had been delivered, the government of Yucatan peremptorily notified Montes that no more sisal would be delivered on this contract unless he issued to a Yucatan government commission a letter of credit for New York funds in exchange for Yucatan currency. Under this compulsion Montes issued a letter of credit, and afterward made a payment on it in New York entirely with his own funds. None of the harvester company's money was used in the transaction. The harvester company did not know of it until some time after the transaction was completed.

"If any of Montes' money, thus advanced under the compulsion of his government, was used by the Yucatan commissioners for buying munitions it was without the knowledge and beyond the control of the harvester company."

Now that the government of Yucatan has passed to the Carranza interests the commission for the regulating of the sale of sisal has also passed to the Carranza interests. If there were any grounds for believing that one of the large companies had formerly assisted the revolutionists there may be some basis for the Carranza interests using the thumb screw as best they could. At any rate a wail is going up from the large cordage manufacturers in the United States. They have succeeded in getting Congress to take up the matter. In the meantime the American and Canadian dealers and farmers await patiently to know how much more wool is going to be taken from the already shorn lamb. Prices for binder twine are apparently due to take a jump upwards. The cordage companies have not been unmindful of educating the farmer to the expected rise. This of course is helpful in making the farmer more patient in bearing the increased load. If his eye teeth must be extracted it will do no harm to apprise him of the fact some time beforehand. He will have lived through part of the pain by the time the actual operation is applied.

It appears to be a most difficult matter to fathom. The Comision Reguladora was organized in 1912 in Yucatan for the purpose of sustaining the market for sisal fibre. Prior to that time the foreign buyers entered the country and bought the goods in an open market. When the Comision was organized it was apparently not so easy a matter for the manufacturers to get the sisal fibre at their own prices. There are assertions that the Comision Reguladaro is responsible for the increased price. On the other hand the large manufacturers are charged with monopolizing the purchase of sisal fibre. Freight rates, on the other hand, are stated to be a determining factin the increased price of sisal fibre. Whoever is to blame, this much can be depended upon, the price of binder twine for 1916 will be considerably higher than it was last year.

A Super-Chronic Condition

Merchants Experience With Customers as a Result of War Prices on Hardware Lines—Condition Which Has Developed as a Result of Constant Price Changes

Written for Hardware and Metal by G. E. Thompson.

A HARDWARE friend of mine gave me the idea of this tale when he told me of his adventure with a "shopper," that pariah of pariahs to the hardware dealer of price maintenance ideas and a growing family that is always hungry.

The Adventure

Enter the shopper—"How much you want for a gross and a half flat head bright screws?"

My friend answered, "Twenty-eight cents." "Twenty-eight cents! Come off. Why So and So (naming friend's competitor), offered them to me for twenty-one cents."

"When was that?" the dealer asked.

"Last week."

"That's a horse of another color. Screws have advanced in the last two days."

Here is where my friend should have stopped, called it off, clinched the deal, etc. Instead. "Go ask your friend now. I'll bet he won't say twenty-one cents, now."

The other took him at his word: "I'll do it." And did an about face out of the door.

He returned shortly, wrathful. "What the devil do you mean by trying to hold me up?" he cried.

"Hold you up? Didn't do anything of the kind," cried my friend indignantly. He was more direct than diplomatic. Also he was puzzled.

"Well, I got those screws for twenty-one," he exclaimed triumphantly, slamming a small package of them down on the counter. "What you got to say about it, huh?"

What He Couldn't Say

"Well, what could I say about it?" he said pathetically, in retailing the occurrence to me afterward. "As a customer he would not catch the dealer's point of view. And to tell him that a dealer should take advantage of every advance in the market to raise his own prices would simply be a confession of robbery to him. There was no use in my telling this Ishmaelite that dealers should stick together and when they got notice of an advance to boost their prices up to it and take their profit on their old stocks. It's a cinch," he added sadly, "that they have to take the losses willy, nilly, when the market drops."

"How is that?" I inquired.

"Because," he said, looking at me, pityingly, "because some son-of-a-gun is always out of the thing that drops in price, buys at the new price and so can honestly and fairly undersell the rest of us who have oodles of that particular article on the shelves and in the cellar."

"But is it fair?" I inquired.

"Is what fair?" he asked in a puzzled tone.

"Selling at an advanced price and taking an excessive profit."

The Dealer's Defence

"You're calling an innocent and legitimate practice hard names, now listen," he went on, reverting to the air of patient weariness again. "We dealers have got to stick up our prices with the market. It's not a hold up. It's only protection. It applies to nails and tin ware and cutlery and ammunition and almost every line we've got. Steel and all steel products, in other words all the articles in a hardware store to-day, are climbing like sailors. The costs in some cases are becoming almost prohibitive. The market is so erratic and the prices so high, a fellow can only afford to buy in small lots, so his high profits would only amount to a trifle in each case.

Horse Sense Insurance

"But some day," he went on, "this war will be over. The demand for munitions of war, automobiles and railroad and bridge steel and barbed wire and telephone wire and rifles and guns and shells will cease, and where will I be with my cellar and my shelves full of stuff bought at the top of the market? We're insuring against that day when we take our dinky little profit as we go along. It doesn't amount to much in each picayune case to the customer, but the sum total of all to the hardware dealer is safety. It's just good horse sense insurance against a day that is almost bound to come."

A Super Chronic Condition

"It there much of it?" I asked. "Much of the price raising, the cutting, much war or much what?" he said impatiently.

"Much of this price-cutting?" I particularized.

"The woods are full of it. They've always been. But now it's simply fearful. In ordinary times it's a chronic condition of the trade. Now its super chronic. It keeps a fellow busy skipping to his cost book these days so as not to be retailing goods at a price less than the manufacturer can turn them out."

I looked incredulous.

"Fact," he said. "Look what cutting has done on any one of a score of lines. If I had any cutlery bought in 1914, the year of the smash up, which I haven't," he said regretfully, "I could sell it for less than it's going to the jobbers to-day for.

I jogged his memory. "You were saying there's a lot of price-cutting now?"

A War Baby

"Oh, yes." And then he added. "But I shouldn't call it price-cutting. It really isn't. It's a lack of price maintenance that verges on the criminal. It's commercial suicide. It's sacrificing a general success to a particular sale. It's a rotten condition in the State of Denmark. We bump into it every day. It's a war baby. A condition created by this war, although the material for it was laying there in a nascent condition all the time. Not a day goes by but what customers come in here asking for prices and then flooring us with quotations of lower ones made by some other dealer. They won't do straight buying any more. They slop about amongst the price peddlers before they'll buy."

"Why look at nails," he exclaimed indignantly, so indignantly and so dramatically in fact, that I involuntarily glanced about nervously, as though "Nails" had just risen from his grave for me to look at him.

"Look at the way they've advanced in price. By leaps and bounds, and every time a fresh mix-up, more lobsters passing up their opportunities and selling high-priced goods at low old prices. It's such a great opportunity and they're passing it up."

"Don't you think that the example of men like you in holding out against the practice will stop it finally?" I asked.

"Ye-es, I suppose so," he said doubtfully, and looked at me oddly.

"A Fool There Was."

I rushed on. "It's a dead moral certainty. You may lose a little custom at first. But, you won't lose it all, for all your customers aren't shoppers. And eventually the other dealers will come to their milk when they see what they are missing in the way of profits—the cream of the business — the easiest, softest money they can possibly make. Why, they'll be grateful to you for holding 'em to it, for setting the example," I declared, carried away by my enthusiasm.

"Uhuh," the dealer said.

"Well, what did you do then?" I asked.

"What did I do what, when?"

The question made me dizzy, but I squared up to it.

The Climax

"When the fellow told you he got the screws for twenty-one cents from your competitor? Did you tell him how it was?"

"No. There was no use. Beyond tell-

LAST MINUTE PRICE CHANGES

In addition to the exceptionally large number of important price changes announced in Hardware and Metal's weekly market reports elsewhere in this issue, a number of further changes have taken place just before the issue is due to go on the press. The changes are as follows: Wire nails have advanced 25c per 100 lbs. and quotations are now as follows: Toronto, $3.40 per keg; Montreal, $3.45 per keg; London, $3.40 per keg; Collingwood and Owen Sound, $3.45 per keg. Net prices on annealed and cut hay baling wire, f.o.b. Toronto, London, Hamilton and Montreal have been issued as follows: No. 9, $4.15 per 100 lbs.; No. 10, $4.10; No. 11, $4.15; Nos. 12 and 13, $4.26; No. 13½, $4.36; No. 14, $4.51; No. 15, $4.77. Stove pipe wire, No. 18, is now quoted at $4.75 per 100 lbs.; No. 19, $5 per 100 lbs. Hay wire in coils is now quoted per 100 lbs. as follows: No. 13, $3.50; No. 14, $3.55; No. 15, $3.65. Smooth steel wire Nos. 0 to 9, is now quoted at $3.60 base. Wire bale ties, single loop, have been advanced to the following prices: No. 12, $3.90; No. 13, $4; No. 13½, $4.05; No. 14, $4.15; No. 15, $4.35; No. 16, $4.60. Fence staples have also advanced and the new quotations for Toronto, Montreal, London and Hamilton are as follows: Galvanized staples, 100-lb. kegs, $4.65; 25-lb. boxes, $4.90, per 100 lbs. Bright staples, 100-lb. kegs, $3.80 per 100 lbs; 25-lb. boxes, $4.05 per 100 lbs.

One point worthy of note in the many price changes reported during the past few weeks is the tremendous increase in the cost of many small hardware lines which retail over the counter for 5c and 10c. Very few in the trade appear to realize the importance of the price changes on many of these lines. Take, for instance, carpet tacks, which have advanced 20 per cent. again this week. From time immemorial retailers have sold packages of ten and twelve ounce carpet or cut tacks at five cents each—in fact, in some cases they have often been sold at 3 and 4 cents per package. Under present costs, ten-oz. tinned carpet tacks cost the retailer 53c per dozen net; 12-oz. tinned cost 63c per dozen net. Cut tacks, 10-oz., now cost 48c per doz. net; 12-oz. cost 56c per dozen net. Blued carpet tacks in the 10 oz. size cost 45c per dozen, while 12-oz. tacks cost 54c per dozen.

If the retailer wishes to make a profit it will be necessary to advance the retail prices of tacks and also other lines which for many years past have been popular sellers at a nickel.

ing him that the other dealer hadn't advanced with the market, I said nothing. He went away thinking I'm one of the original and only forty thieves. There was no use in abusing my competitor."

"'Be as wise as a serpent and harmless as a dove,' the Bible says, you know."

"No, I fight the devil with fire. Beat 'em at their own game.

"Here!" he called to the boy. "Bring me the last cost order sheet." Then, "Look at this."

I looked and read: "From date until further notice, all advances on all goods in this store are to be disregarded. Original costs only will be considered in making prices."

He had the grace to blush as I handed it back to him.

"The spirit is willing," he said apologetically.

I thought of all his pretty speeches. "Yes! But the flesh is weak."

The Cap Stone of the War

A Trade War of Tariff Walls the Certain Outcome of Present Struggle—An Accentuation of National and Racial Characteristics and a Discrimination Directed Against Central European Trade Agents in Particular and Foreigners in General

PUBLIC governing bodies are already beginning to promote activities that will insure the eventful victory of British Imperial trade in this great struggle. In particular precautions are to be taken against the activities of the commercial agents of the Central European Powers.

Sir Richard Burbidge, managing director of Harrods, London, has this to say about a tentative plan that would meet the requirements of the situation:

"The only way to beat the Germans, is to put a prohibitive tariff on German and Austrian goods that compete with those we make at home or whose manufacture we are now developing. A prohibitive tariff on foreign dyes would do more to stimulate the British dyeing industry than any other measure imaginable.

"I would have all foreign articles of luxury heavily taxed. 'Make the foreigner pay' would be my motto. It is possible that we may have to pay a little more for things, but the tariffs will go to relieve the heavy rates and they will tend to keep trade in the country and maintain employment, so that so far from having any cause for grumbling, the average man, realising the facts of the situation, will be only too thankful. Even if we pay more for a thing, the great point is that the money will remain in the country and circulate there, so that the community will have the benefit of it.

"Tax All Foreigners"

"Tax the German and the Austrian in particular, but tax all foreigners who send us goods which we can equally as well produce at home at a reasonable price. We have been obliged to buy abroad by the constant underselling of the foreigner. First we only bought 25 per cent. of our commodities abroad, then it grew until it became 50 per cent. and 60%, and it was impossible to do without these imports because the public would have the cheaper article irrespective of its origin. If there was a 6s. German-made bag side by side with a 7s. 6d. English-made bag, the customer would say, 'I will have the 6s. bag,.

"The remedy is clear. It is to tax the German so that he cannot undersell the English manufacturer by means of his rebates and his system of running his factory day and night, which allows, of course, of cheaper production. The German manufacturer is helped to undermine the British manufacturer's trade. We had evidence before the Tariff Commission that iron in Germany was sent out to be sold at £2 10s. per ton less than the home price.

"Encourage the British manufacturer and it will not be found that he is wanting in enterprise. But he must have security for his capital. It is no use his laying down expensive machinery if the next month he finds the market flooded with imitations of his manufactures at cheaper prices than he can sell them. How often have we found this happen! One has only to quote the instances of Birmingham jewellery imitated in Germany and sold here for 25 per cent. less.

"In the coming trade war we must see that German goods bear the mark of origin. In the past we have been rather lax on this score. We have seen that the boxes were stamped 'Made in Germany', but we never took the care that we should have done that the articles themselves were so stamped. In the future there must be no possibility of such negligence occurring. Let people see that mark, 'Made in Germany,' and if they have lost a near and a dear relative in the war, or if they are as keenly patriotic as we expect, they will shun those articles. It will be almost a matter of conscience with them not to have anything to do with them.

"I can tell you what Harrods' plans are in this matter. Whether the Government proposes to put a tariff on German goods or not, and whether they are cheaper or not, our buyers will have orders after the war to buy only from British manufacturers and from manufacturers in the Allied countries. Where purchases are made in neutral countries it will be their business to see that there is not the slightest suspicion of the goods being of German origin.

"Already we are opening up negotiations with, and sending buyers to America and Canada, and in due course they will go further afield, to Russia, for instance. I am sure we shall be able to do without Germany.

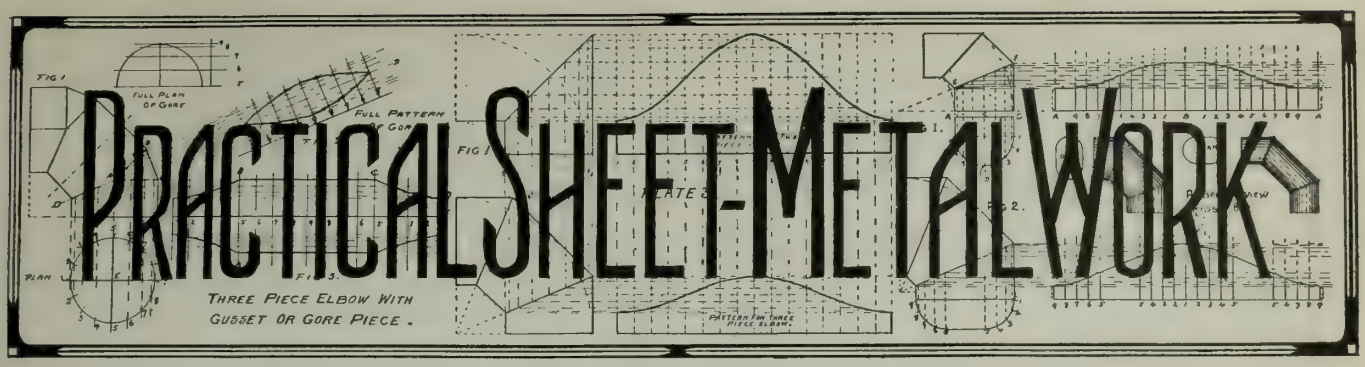
"While I would tax the foreigner I would relieve some of the commodities which we get from our Colonies and Dependencies; tea, for instance, with its 100 per cent. duty—and we still speak of 'the free breakfast table'! In fact, I would give a preference to everything that comes from our Dominions.

Improve Our Consulates

"It is possible that the German might come over and start business here, despairing of competing against our tariff wall. In that case I would have some special rating put on him. He must not be allowed to work side by side with the Englishman, his enemy, on equal terms.

"In the coming trade war I would have our Consulate system improved. I would have them run on commercial, not exclusively on diplomatic and social lines. One further point. I see it is suggested that the Continental trip is a temptation to buyers for English houses to go abroad to make their purchases. That is not the case with us; indeed, quite the reverse. We have the utmost difficulty in persuading our buyers to go abroad. They have been inclined to buy from the agencies established here.

"The Continental trip may be a holiday for the buyers of firms who let them go away for a week and don't mind what they do, but in the case of Harrods I can assure you it is no holiday, for we have our own house in Paris to which our buyers visiting there report every day. Usually when they are making purchases they are accompanied by a member of the Paris branch."



BY THOMAS STANFIELD

Article 7.

TO the sheet metal worker of a few years' experience there are many ways, short cuts, etc., by which certain fittings may be made without actually developing a pattern, but all such wrinkles must needs be obtained by long experience. The making of a T-piece, such as described in Fig. 1, can be cut from two pieces of pipe, and many a man who could make a T in the way mentioned may not even be able to lay out a pattern for this same fitting.

To develop such a pattern, first determine the diameter, the length of pipe and T branch, and draw an elevation as shown at A B C D E F G H J.

Next draw a plan. In this case only the plan is shown of the pipe and full plan of the branch.

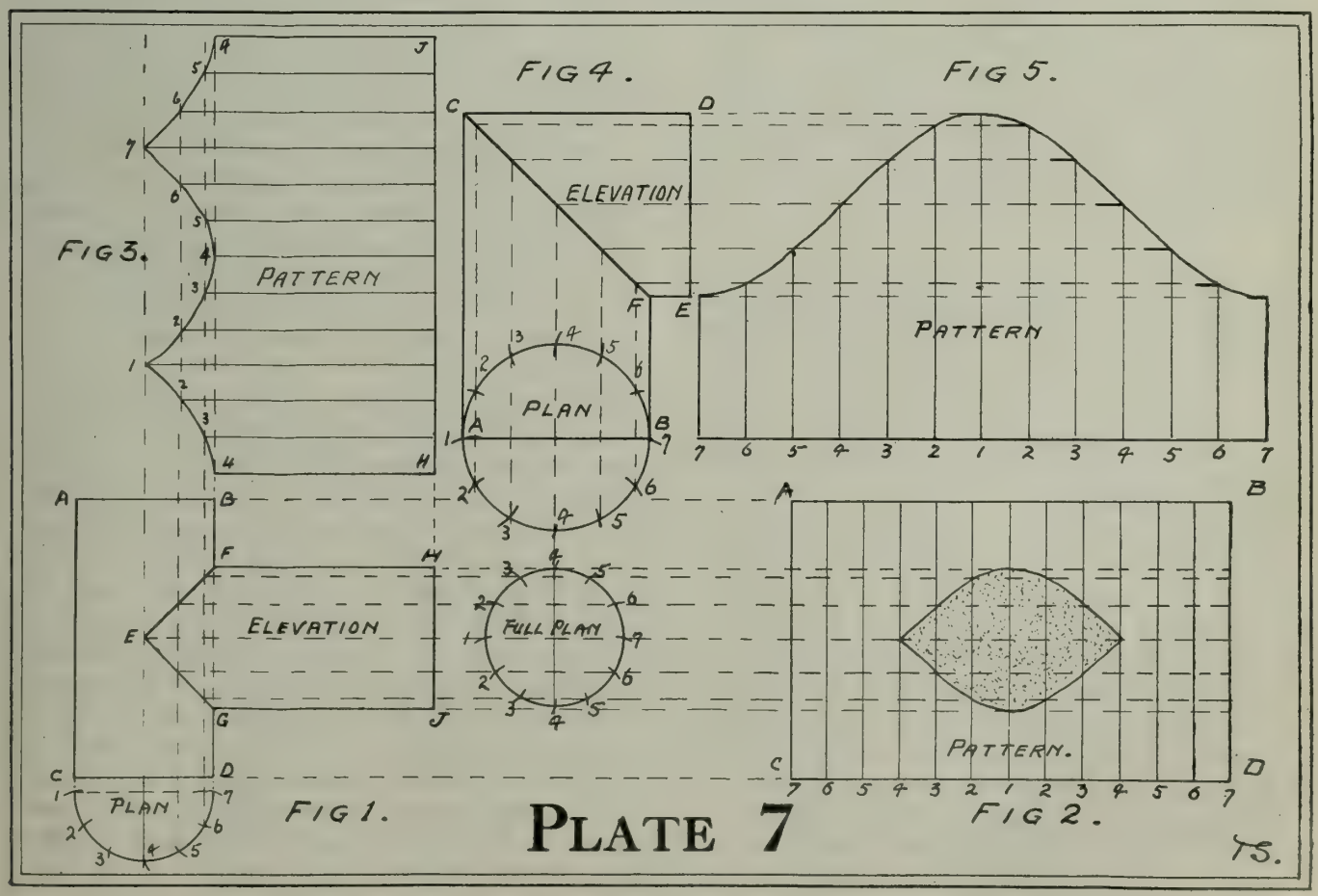
Divide the half plan into an equal number of parts, as shown, 1, 2, 3, 4, 5, 6, 7. Then from 4, 5, 6 draw perpendicular lines until the mitre lines E F G are intersected.

Now extend lines A B and C D horizontally to any convenient distance, until the two stretchout lines are drawn, and transfer the measurements on plan to line C D on stretchout line, Fig. 2, beginning in the centre of the stretchout line with 1, 2, 3, etc., to 7 to the right and left respectively. Next draw a number of perpendicular lines from these figures mentioned, until all are completed, as described in Fig. 2. A B C D in Fig. 2 represents the amount of sheet metal required. The opening for the branch must now be developed.

From the mitres E F G, in Fig. 1, draw dotted lines from each point of intersection until the full plan has been cut, as well as all the perpendicular lines shown in Fig. 2. The points where these horizontal lines cut the perpendicular lines require to be connected, as shown by the solid curved lines. The shaded portion describes the pattern of the opening.

To develop the pattern for the branch, Fig. 3, another stretchout line is first drawn by extending line H J and also the dotted lines which cut the mitre line E F. Next transfer the stretchout measurements to line H J, Fig. 3, in the same manner as in Fig. 2, 1, 2, 3, 4, 5, 6, 7, etc., and from these measurements draw a number of lines parallel to each other, cutting the perpendicular lines as vari-

(Continued on page 44.)



HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MARCH 11, 1916 No. 11

BUREAU OF INDUSTRIAL AND EXPORT INFORMATION.

FOR some time past the Department of Trade and Commerce has been contemplating the establishment of a Bureau of Practical Commercial Export Intelligence. This would include the selection, by department representatives, from outside countries, of such articles of import into those countries as might be manufactured in Canada. These articles would be tabulated and displayed at a central depot where they could be seen and examined by Canadian manufacturers. Information with regard to the material from which the articles are made, the market price in countries from which they come, cost of transport from Canada, and all other information which would enable Canadian manufacturers to decide whether they could profitably enter into competition with other producing countries for the markets indicated. The displays of articles will be exhibited from time to time in some of the larger Canadian cities so that greater facility could be given to their examination by manufacturers and their manufacturing experts.

The first move will be made with respect to toys, including dolls, and an exhibition will be held in Toronto in the very near future. The date has not yet been decided but will be announced next week. The object of the first exhibition is to make a sample showing of such toys as have been formerly imported from Germany, toys now being made in Canada, and possibly samples of toys now being made by the Japanese. The idea is to direct the attention of toy-makers and buyers, and also financial men to the possibility of increasing the production of such articles in Canada.

This will be the initial step towards what the department hopes to extend into a continued and permanent representation of industrial products which find vogue in overseas countries, and which it appears possible might be made by manufacturers in this country. A conference of those interested will be held at Toronto on March 28, when papers will be read, some addresses given, and a general interchange of opinions had with reference to possibilities and prospects. Details regarding the exhibition and the dates on which it will be held will appear in next week's issue of HARDWARE AND METAL.

THE PASSING OF A PERSONALITY

THE late Frank A. Child, whose death occurred so suddenly and so recently in Cochrane, Ont., was a hardwareman of the new school, thirty-five years of age, young enough to have retained the enthusiasm of youth that withal was tempered with the matured and considered judgment of maturer years.

It was this unbounded enthusiasm for his chosen career of hardware merchandising that enabled him to bring to his work a vivid play of keen imagination, an original viewpoint and a broad-minded appreciation of the ideas of others that resulted in a multiplicity of ideas being brought to bear on the problems of his business.

It was probably this same enthusiasm of his that inspired in his staff that quality of co-operation that was so noticeably a part of the atmosphere of his store. Mutual confidence based on this co-operation and the free interchange and play of ideas between the individual members appeared to be the keynote of the organization.

Mr. Child was particularly enthusiastic about the benefits of co-operation within the trade as exemplified in trade associations, trade journals, etc. In the course of a recent interview HARDWARE AND METAL had with him, he cited case after case of improved ideas of merchandising that he had picked up during his attendance at conventions, as a result of keeping on friendly terms with and visiting other hardware stores and through close and consistent trade journal reading. In this connection he referred to HARDWARE AND METAL as his store Bible and dwelt at length upon the tips he gained from it in addition to the more solid market news. He pointed out several features of display in his store that were copied directly from those of other dealers in other cities, and was both modest enough to credit them

with the idea and broad-minded enough to adopt it to his own use. And to an exposition of these ideas, as he explained them that day, HARDWARE AND METAL plans later to devote some space in its columns.

In his passing the trade at large loses a true friend who exemplified in his person the advantages of a generous character that saw good in all and that seeing it, believed in a free interchange of the spirit, and so practised it in his life.

ONTARIO TO LEVY NEW WAR TAXES.

THE new war taxes to be levied by the Ontario government, as announced in the budget speech of Provincial Treasurer McGarry this week, will not come as a surprise to the residents of the Province. That a tax on amusements would come sooner or later, was expected in all quarters. Some surprise was exhibited a year ago when places of amusements and their patrons were not taxed under the provisions of the war measures introduced at that time.

It had been urged that a tax be placed on the nickel industry of the Province but the Provincial Treasurer stated that no action would be taken in this respect until the report of the special commission appointed by the Hon. Mr. Ferguson, Minister of Lands, Forests and Mines, had been presented, the Government would take no action with regard to this form of taxation.

The Government will in future exact a 25 per cent. penalty charge on all estates undervalued for succession duties. The 25 per cent. penalty will be imposed upon the portions which are not voluntarily disclosed. The Ontario war tax of a mill on the dollar on all assessable property, introduced last year will continue during the coming year. No action will be taken at the present time towards imposing an income tax, but this may come at a later date after the Government of Ontario meets the representatives of the municipalities, and an agreement is reached whereby the Government will have a clear field for the taxation of incomes.

Legislation will be brought in, imposing upon race tracks doing business in Ontario a tax of $1,250 per day, as against a former tax of $500 per day. Six race tracks will be affected and it is expected that $100,000 per year revenue will be received from this source, instead of $40,000 as formerly.

All persons attending theatres, moving picture houses, amusement halls, concert halls, circuses, baseball parks, skating rinks, or other places which come under the category, will be taxed one cent on each admission. This tax may be increased to 25 cents by an order-in-council Based on a tax of 1 cent on each ticket it is expected that $350,000 will be obtained from this source in a year. It is probable that at a further date an arrangement will be made whereby the tax on tickets will be graduated according to the value of the ticket. It has been suggested that a ten per cent. tax on all tickets would be a fair tax to impose. Entertainments of a philanthropic, religious and patriotic character are excluded.

Mr. McGarry stated that the expenditure on development work in Northern Ontario for the year had been $689,000, and that the Government considered the work being done was too important to be stopped, even in war time, owing to the fact that it was preparing that great country for the settlement that would come after the war.

THE BASIS OF SALARIES

THE chief business of most of us is inducing others to see eye to eye with us. This is the great work of the preacher, the editor, the teacher, the advertiser, the salesman. It does not matter much what our special work or vocation may be: we will find, on an examination of it, that it consists in overcoming the will of others, by imposing on them dominantly our wills.

Where the resistance is greatest, there the quality of the attacking will must of necessity be great. Money rewards are usually commensurate with the quality and amount of will-power required to overcome opposed wills. The man earning $15, it will be found as a general thing, is not meeting with a great resistance on the part of others in his relations to them. The man earning $30 a week is receiving this larger sum, as a general thing, because he is performing a work in the doing of which more resistance has to be overcome. The man earning $100 a week has a still harder task—a task of overcoming inertia in others, which may be called passive or negative resistance; or actual positive, directed resistance of a mental sort.

Retailers, wholesalers, traveling salesmen and manufacturers need to perceive these truths, and when they consent to them, they will the better perceive the true nature of their work and obligations. They will see, for one thing, that if the quality and amount of the resistance encountered by salesmen are greater than the force which salesmen can oppose, it is not much use endeavoring to urge these salesmen to get the order; or put it in more common language, there is no use in sending a boy to do a man's work.

Also, if a salesman finds himself earning $25 a week for himself instead of $50 or $100, he will usually find that he is not opposing to the resistance encountered by him in the development of his business a greater force.

Strength to overcome can and should and must be developed. Salesmanship is an art or science that can be learned or acquired, but it requires deliberate and faithful study.

WHAT OTHER PAPERS SAY

THE SPRING CATALOGUE

From Uxbridge Times

This is the season of the year when the big retail houses issue their spring catalogues. In order to secure the minimum of postal charges the T. Eaton Co. despatched a man to Uxbridge last week, and mailed what seemed to be a carload of catalogues from the local office. They would cover the country for 20 miles around, at the lowest parcel post rates. The postage on these catalogues was 6c each, and it is reasonably safe to say that 2,000 were mailed from here. If this is correct $120 was paid to the local office for postage alone. Add to this the enormous cost of printing the catalogues, then consider what the same firm pays for advertising in Toronto papers for this section, and see what a tremendous bill it would be. Within a radius of twenty miles from Uxbridge we estimate this firm will spend over $2,000 per annum. Is it any wonder they attract so much trade? This item would represent as much as all the merchants in Uxbridge, Sunderland and Cannington spend on advertising in any one year. It is the problem of the local merchant to offset the business going to Toronto. If the farmer or townsman is shown he can procure the same goods at home for as little money, he should patronize home stores. The local dealers help to pay the taxes, keep up the churches, and the charitable institutions of the country and towns.

* * *

ARE YOU PLANNING FOR THE FUTURE?

From Hardware Trade

In view of the market conditions on various articles in the hardware line, the above query is especially pertinent at this time.

A proper planning for the future is one which takes into consideration the fact that every time an advance in a commodity takes place, there is practically certain to also at some time come a period when a decline is due.

The pricing of merchandise at retail should always be on the basis of the re-placing, and not the original, costs. In no other way is there safety and preparedness.

Suppose, for instance, that a hardware store is so fortunate as to possess several hundred dollars' worth of merchandise which was bought on lower markets than those which prevail at the present time. The tendency with many a merchant is to give the customer the benefit as long as the supply lasts. These retailers apparently figure that this is appreciated by the consumer and results in a permanent good will.

The following out of this plan has certain dangers and disadvantages, however. Suppose such a method is carried out. Sooner or later replacing of stocks is necessary. Assume that the upward trend of the market is unchecked. The purchases are made. Before stocks are cleared the reaction sets in. Prices drop. Can you, as a merchant, then, make an appeal to your trade to buy this merchandise from you at higher than prevailing retail prices merely because you chanced to be caught "long?" That the consumers would turn a deaf ear to your plea is very evident.

That being the case, why not take into consideration the fact that merchandise is worth, not what it may have cost you at the time of purchase, but what it would cost you to replace on the basis of prevailing markets.

By adopting this plan, following the market in its course, upward or downward as the case may be, you are giving both yourself and your customer an entirely square deal.

Better yet, you are taking your profits when they are offered, and are laying aside a balance to help take care of the losses which may be necessary in the case of the bottom falling out of the market a little later at a time when your stocks are filled with merchandise purchased at the replacing price schedules.

Planning for the future properly means taking all these different elements and possibilities fully into consideration.

* * *

GROWTH OF PETROLEUM-REFINING INDUSTRY

From Paint, Oil and Drug Review

The value of the annual production of the petroleum-refining industry of the country, according to the preliminary report by the United States Bureau of the Census, increased 67.2 per cent. between 1909 and 1914. The total cost of the crude petroleum increased 64 per cent. between those years.

The production of naphthas and lighter products, chiefly gasoline, increased from 10,806,550 barrels in 1909 to 29,200,764 barrels in 1914, while the value increased from $39,771,959 to $121,919,307. The output of fuel oils increased from 34,034,577 barrels, valued at $36,462,883, to 74,669,821 barrels, valued at $84,017,916. Illuminating oils show an increase in quantity from 33,495,798 barrels, valued at $94,547,010, to 38,705,496 barrels, valued at $96,806,452, or an increase of 11.7 per cent. in quantity and of 2.4 per cent. in value. On the other hand, lubricating oils show a decrease in quantity with an increase in value, from 10,745,885 barrels, valued at $38,884,236, to 10,348,521 barrels, valued at $55,812,120. All other products, including residuum or tar, greases, paraffin wax, asphalt and subsidiary and by-products, increased in value from $27,331,571 to $37,805,610, or by 38.2 per cent.

The gasoline product of the petroleum refineries does not include casing-head gasoline condensed from natural gas at the gas wells. The total gasoline production, including casing-head gasoline, was 24,711,565 barrels of 50 gallons, or 1,235,578,250 gallons.

* * *

KILLING THE GOLDEN EGG GOOSE

From American Artisan

Every now and then some scheme is being presented to retail hardware dealers and other merchants by which they are promised all sorts of benefits—if they join—and the promoters of the scheme usually manage to extract a considerable amount of money from dealers who go into the scheme, either because they imagine that the proposition is practical or because they are afraid that their competitor may take it up and possibly get an advantage over them in some way.

A recent example of these schemes was the now defunct United Retail Merchants' Association, promoted by one J. E. Foster who operated in Michigan. He induced seventy-two merchants in as many cities and towns in Michigan to join his association, each paying $125 as an entrance fee. In return they were to receive billboard and newspaper publicity and coupons to be furnished to give to the trade.

"Unfortunately" the promoter was not as smooth as some others and already his little scheme has been nipped in the bud by the United States authorities who have sent him to Leavenworth for five years under the charge of using the mails to defraud.

Here is an instance where a promoter whose plan was so crude as to get him into Uncle Sam's toils on a mail fraud charge, but there are other schemes hardly less propitious for the retailers who join them that are promoted by men a little more smooth than this man Foster.

It will generally be found that the man who claims to be working for the good of the retail merchant and who wants the merchant to put up all the cash is doing nothing but playing his own little game at the expense of the merchant, and because such a man works his deal so as to avoid such troubles as this, is no sign that he is giving the retailers all the benefits he claims.

One of the ways of stopping these self-styled benefactors of the retailer is to have their representative submit the proposition to the officers or the proper committee of the local commercial organization. If the plan is meritorious, there can be no valid objection to do so, and unless the representative in question is willing to go before such a body and explain every detail of his "plan" the individual retailer who is approached by him will profit by letting it alone. In nine cases out of ten, the committee will be able to pick out the weak spot, and, of course, no retailer who knows his business will go against the advice of the committee.

There are no geese to-day that lay golden eggs, nor are there any short cuts to success in retailing.

* * *

RICHES OF THE UNITED STATES

From Financial Post

At a gathering of bankers, financiers and men prominent in the industrial and financial life of the United States, a social gathering, discussion turned on the future of the United States. One of the speakers, whose opinion is always worthy of respect, remarked that to-day the United States was richer than any other two countries in the world.

This is very encouraging to Canada. These riches must seek investment; Canada and South America are to-day the greatest fields for profitable development. We can get our share of this money if we go after it in the right way.

It will not be easy money. Our competitors in the South are now putting forth strenuous efforts to secure money and settlers. They have aroused a nation-wide interest, and hundreds of United States business and financial representatives are touring South America at present.

* * *

THE NEW ORDER

From London Daily News

We doubt whether there was ever a time when the minds of men were more receptive than now, when they felt more widely and deeply the failure of the old dispensations of human governance and when they looked so eagerly for a new relevation of society based on more spiritual foundations. The old order has collapsed and can never be refashioned. The new order that is coming to birth may not satisfy the orthodox, but if it is to be better than the old it will have to be permeated with the essence of Christianity. That essence, it has been well said, "lies neither in dogma, nor yet in abnormally holy life, but in faith in an unseen world, in doing one's duty, in speaking the truth, in finding the true life rather in others than in oneself, and in the certain hope that he who loses his life on these behalfs finds more than he has

THE JUNIOR CLERK'S PAGE

Why the Clerk Grinned

The Evils of Following Rule of Thumb Methods—A Switching of Policy that Followed an Explanation of Systematized System.

I WAS sent out on an assignment lately that developed into a boomerang, with the reverse English on the hitting part. My editor, who is an enterprising sort of an individual, heard of a chap down East who was upsetting all precedent in the hardware trade via the route of a soft and dictatorial job in his father's store.

The editor informed me that this young man was really and truly an original, and that mine should be the honor of writing him up for the example of the rising generation of young Canada.

We talked over the interview beforehand and laid out a series of questions that I should ask young hopeful, the better to illustrate the ponderosity of his ideas.

I suppose it's because I've been to the wars that my disposition has been ruined. I seem to see things from a critical standpoint. Things that are not necessary seem superfluous.

That's how it was this time. I was sent out to do a little boosting, instead of which I got out my rake and simply wallowed in muck. Here's what happened.

When I Hit the Town

I walked up the street of a typical country town, alternate cement and board walks, that popped and snapped with the frost of early morning, hitching rocks, the teams of early farmer shoppers, and all the other appurtenances of semi-urban country life. When I reached the store, I paused for a moment in undisguised admiration of the window. It was full of punch, arrested the attention, contained a good selling argument, and, last of all, excited the curiosity of the dullest imagination. So I opened the door and stepped in.

Mr. —— in?" I inquired.

The Clerk Grinned

"In his office at the back of the store," the clerk replied, nodding towards the rear. Afterward I thought I remembered the faintest suspicion of a grin on his well-schooled countenance. As I passed down the length of the store, I had an opportunity to admire the well laid out interior arrangements of lighting, shelves and show cases. Everything as neat as a pin, I cried to myself. "At last," as my imagination leapt to the pleasant task before it, I was mothering an idea. I smelt copy. A live wire.

Not to be Disturbed

The office lay at the end of the lane of show cases I was traversing. I came to an abrupt halt, amazed, as my eye swept the forbidding exterior of it. It was the ordinary plain deal office, with a large window on each side of the door. It was the door that fascinated me and frightened me. The window of it was covered with a heavy green blind, on the top of which in large white letters were the words: "NOT TO BE DISTURBED."

I could not help wondering what my thoughts would have been if I had been a farmer with a plethoric bank roll, and an easy order for fencing that required the head man's attention. I retraced my steps. But the spring was out of them.

The clerk gave me a commiserating glance. "Not to be disturbed?" I repeatedly dumbly.

"Oh, I guess so," he said. "Wait a minute."

He went back, knocked on the green door, and, after a respectful moment, entered. He was out and back almost immediately. "It's all right. Go in."

I felt like a parrot. "Not to be disturbed." I pulled my shoulders up. I feared I might say it when I arrived on the other side of the green. I knocked. A voice said, "Come in." I did so, and took in my surroundings. In an office ordinary, except for its immaculate neatness and quantity of filing cabinets and card indexes on the desk, sat a worn-looking stenographer scribbling away at her notes. At the desk was the central figure of the little setting, a keen-looking young man, eye-glasses, hair brushed back, small black tooth brush moustache. He finished the sentence he was dictating while I stood uncomfortably, painfully conscious of my intrusion.

"What can I do for you?" he asked quite politely—withall a trifle brusquely.

I explained. He nodded curtly to the girl, and she picked up her notes and faded into the oblivion of her corner nothingness. By this time it was not my reportorial instinct, but my detective instinct that was aroused. I not only smelt a rat. I saw a trap. So I elaborated on my brief explanation and was careful to omit a mention of any desire to get material for a story on "Up-to-date Merchandising." However, he was pleased with the attention of my call and showed it, although it was all done with a tenseness that suggested he was fearfully busy.

The Phone Rang.

We talked of various things—crops, business, collections, and so forth. The telephone bell rang. He pretended not to hear. It rang again. He glanced sharply at the girl. She came to hasty life, walked over to his very elbow where the telephone was sitting, and picked it up. "Hello. Yes." She passed it to him and dropped back into her corner again. He held a brief conversation of no apparent importance with an air of "Time is money" and great terseness.

Part of the System

In the pause I plucked up courage to mention my temerity at disturbing him while he was so busy. He smiled complacently at the green door and remarked, "That's part of my system. I believe in efficiency. It's to avoid being bothered by people in my dictation hour. I have a certain length of time each day apportioned off for dictation, advertising, sales planning and so on. Great system. Like to see how my silent door keeper works?" I assented and he led the way to the door which he half opened. Then grasping the handle of what appeared to be a roll such as is used on school blackboards, he directed me to step outside. Before my astonished gaze he began to wind "Not to be disturbed" disappeared, to be followed by "OUT," "SALES FORCE INSIDE," "CUSTOMERS' TROUBLE HOUR," "TRAVELING MEN'S PERIOD," and others of a like nature, until I felt dizzy. He asked me what I thought of it. I told him something else. Then we went into the store and I found that the bright look of it was only the altar upon which he had sacrificed the vitality of the busi-

(Continued on page 44.)

EVENTS IN THE TRADE

Business Changes

Tara, Ont.—McDonald & Watson, hardware, have sold out to Walker & Merriman.

Tilbury, Ont.—W. L. Wilson has purchased the tinsmithing business of Crawford's, Ltd.

Sarnia, Ont.—A. K. Dickson of Seaforth has taken over the McAllister hardware store and stock.

Yorkton, Sask.—Chas. Beck, hardware and furniture, has sold the furniture department to W. H. Moore.

Berlin, Ont.—Geo. G. Bucher & Son, have purchased the hardware business of L. B. Snyder, 57 King street, east.

Medicine Hat, Alta.—Robert A. Parker, deputy grand master, I.O.O.F., of Alberta, has become vice-president of the Bow Island Hardware Co. The firm are now erecting a new building at Winnifred, Alta., and it is said that branches will be opened in a number of surrounding towns.

Fire Losses

Thessalon, Ont.—Chas. Shoultz, whose store was damaged by fire on Feb. 29, is having the building repaired, and expects to open again for business in the near future.

New Firms

Regina, Sask.—In the near future a new hardware store will be opened here under the name of the Wood Hardware Co., under the management of D. F. Bolster.

Moose Jaw, Sask.—James Alves, of Regina, late of the C. W. Sherwood Co., was a recent business visitor here in connection with the proposed opening of a new department store in the Douglas Block.

Industrial

Montreal, Que.—The asphalt refining plant, which the Imperial Oil Co. propose establishing here, will be located at Point aux Trembles. Work has already started on the foundations for the refinery, which is expected to cost nearly $1,500,000.

Opening New Branches

Fergus, Ont.—Beatty Bros., Ltd., have opened branches at St. John, N.B., and Montreal, Que. N. J. Cabeldu is in charge of the St. John branch at 167-169 Marsh Road. Mr. Cabeldu travelled for a number of years for the company in the Martime Provinces. The Quebec branch at Rue Selby, Westmount, Montreal, will be under the management of Mr. Walbridge, who has represented the company for the past year in Quebec Province.

Obituary

St. John, N.B.—The death occurred here of W. D. Baskin, dealer in groceries and hardware.

Belleville, Ont.—The death occurred at Narberth, Penn., of John M. Chislett, who was for 19 years an employee of John Walker, hardware merchant.

Paris, Ont.—The death occurred here of Thomas A. Martin, a member of the hardware firm of Cassady & Martin, Stratford, Ont. Mr. Martin came to his home here about two months ago, and while here caught a severe cold which developed into pneumonia. He had been in the hardware and plumbing business in Stratford for about six months.

Death of Frank Child

Cochrane, Ont.—Frank A. Child, hardware merchant of Cochrane and Matheson, well known in the hardware trade, died here after a brief illness from pneumonia. Mr. Child, who was the son of the late Aaron Child and Mrs. Child of London, Ont., was a pioneer in the north country, where he settled eight years ago. Before going to Cochrane, Mr. Child was with the Rice Lewis Co., Toronto. He was past president of the Cochrane Board of Trade, a member of Blue Lodge Chapter Preceptory and Rameses Temple. Mr. Child was born in Windsor 35 years ago, but moved to Toronto with his parents when he was a lad. Mr. Child was interviewed in his store at Cochrane last week by a member of Hardware and Metal's editorial staff, and appeared to be in the best of health.

The funeral took place on Wednesday at London, Ont. The late Mr. Child is survived by his wife and one daughter.

Personal

H. Lendon, Leamington, Ont., was a visitor at the Toronto office of Hardware and Metal during the week.

H. K. Howell, Howell Hardware Co., Goderich, was a visitor at the Toronto office of Hardware and Metal during the week.

Oliver Chown, of E. Chown & Sons, Kingston, Ont., wholesale hardware, has been in Toronto during the week visiting the trade.

E. E. Lyday, of the Maytag Co., Ltd., makers of power and hand-washing machines, Winnipeg, has been on a visit to the States, and is expected back from Los Angeles about the middle of the month.

H. H. Williams, formerly of Burgess & Williams, Brandon, Man., is now occupying the position of major with the Second Pioneer Regiment in England. Major Williams left here on November 18th as senior captain of the Second Pioneers.

D. H. McDougall, the newly appointed general manager of the Dominion Steel Corporation, has in various capacities been associated with the fortunes of the Dominion Coal Company and the Dominion Steel Company since the very beginning of the enterprise, of which he is now the operating head. In 1910 Mr. McDougall was appointed assistant general manager of the Dominion Coal Company and later general manager.

Elected to Boards of Trade

C. C. Lee, Goderich, Ont., has been elected to the council of the board of trade.

J. E. Robins, Watrous, Sask., has been elected to the council of the board of trade.

Ontario Incorporations

M. Weichel & Son, has been incorporated at Toronto, with a capital of $100,000 to take over the business of M. Weichel & Sons, hardware merchants of Elmira, Ont.

Dominion Incorporations

The Frost Steel & Wire Co., has been incorporated at Ottawa with a capital of $6,000,000 to manufacture iron and steel products, fences, gates, posts, etc. Head office to be situated at Hamilton. Incorporators, H. L. Frost, A. Leroy and C. A. Smith.

German Steel Output Increases

Returns of the Association of German Iron and Steel Manufacturers showed a slight decrease in output during December as compared with November of some 30,000 tons. The December total was 1,162,895 tons while November was 1,192,682 tons. For the last five months in 1915 the steel output of Germany has almost doubled that produced in the last five months of 1914. From August to December last year the total production was 5,903,916 tons. For the same period in 1914 the total was 3,949,560 tons.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

150. **Wire.**—A New York firm desires to get into touch with Canadian manufacturers of nail wire for shipment to Argentina.

152. **Enamelled Ware.**—A London firm wishes to obtain for export only (outside of the United Kingdom) the agency of a Canadian manufacturer of enamelled ware.

154. **Liquid Resin.**—A Leeds firm asks to be placed in touch with Canadian shippers of liquid resin

155. **Toys, Dolls, Electrical Supplies, etc.**—A London firm is anxious to secure sole agencies for Canadian manufacturers of toys (metal and other), dolls, electrical supplies, leather goods (especially ladies' frame bags), and other goods suitable for the English market.

157. **Iron and Steel.**—A Birmingham commission merchant with large connection wishes to represent a manufacturer of iron and steel.

158. **Machinery and Tools.**—A firm in Birmingham is open to represent manufacturers of all kinds of machinery and tools suitable for the British market.

163. **Asbestos.**—A large importing house in Glasgow wishes to receive quotations for asbestos cement slates and sheets.

164. **Asbestos.**—A Glasgow firm is in the market to receive prices for from 50 to 100 tons of No. 2 crude asbestos; also a supply of spinning fibre.

165. **Barytes.** — A Glasgow house would like to receive samples of barytes for paint manufacture, and to purchase in lots of 100 tons or so.

166. **Minerals.**—A New York firm asks for quotations for export prices f.o.b. Vancouver for the following:—

2 tons ferro-vanadium, as near 50 per cent. as possible, but in no case less than 40 per cent. purity guaranteed.

10 tons ferro-tungsten, 75 to 85 per cent.

300 tons ferro-silicon, 75 per cent.

300 tons ferro-silicon, 45 per cent.

200 tons ferro-silicon, 25 per cent.

CONGESTION OF FREIGHT

One of the big problems of the manufacturers' agents in this country is to get the orders from their customers in sufficient time to allow them to be filled at the time they are required. G. Reginald Marshall, of George A. Marshall Company, 70 Lombard Street, Toronto, has just returned from a trip to the Old Land, where he has been looking after orders with the view to expediting shipment if at all possible.

"The congestion of traffic in the Old Land is something unprecedented," said Mr. Marshall. "At Liverpool I saw eighteen miles of freight trains waiting on the railway lines and on sidings for transhipment to the ocean freighters. They were being moved along slowly and disposed of. But for the volume of freight to be handled it was impossible to move them with any great rapidity. First of all, there is the dearth in shipping facilities, due to the requirements of the Government in carrying munitions. Then there is a shortage of men to handle the freight, occasioned by the drains of the war. There is even a shortage of men to fill the places in the shops. Some ten thousand skilled workmen were brought back from France and placed in the shops. They wore the khaki at their work the same as they would if they were in the trenches. They were needed at home and the Government brought them back.

"It is not surprising that it takes a considerable time to receive hardware goods and tool steel in this country after they have been ordered. Dealers who are contemplating placing an order should count on placing it at least six months before the time they will actually need the goods. If they can place the order a year ahead of time they will stand less chance of being disappointed.

"Business in the hardware trade is very good this year. It would be much better if the goods could be secured with less delay. During the year 1915 merchants only ordered the very necessary articles. It is necessary for them to replenish their stocks this year."

George A. Marshall, senior member of the firm, is of the opinion that prices of English hardware articles will not decrease materially even when the war is ended. He thinks the field which British goods will secure in preference to German articles will continue to keep the demand for British-made goods at a high level.

Jas. Hossack, sales manager of the Lufkin Rule Co., of Canada, who is only kept from the front by the urgent calls at home, and who, with his wife has been doing some splendid work for our boys in the trenches, was accosted the other evening by a recruiting sergeant.

"You ought to be a soldier," said the recruiting sergeant.

"What!" replied Mr. Hossack with assumed horror in his face and voice, "Join the army when there is a war on, never!"

CATALOGUES AND BOOKLETS

Boeckh Bros. Catalogue

The Boeckh Bros. Company, Ltd., Toronto, have issued to the trade a very complete Catalogue, covering all lines of brushes, brooms, etc., manufactured by them.

This catalogue is very complete, giving accurate descriptions, measurements as regards the width of brush and length of bristles, etc., a feature which the company claims, makes it decidedly easy for the dealer to order by mail, and in addition to this it means security as the goods supplied are always kept up to the standard and are not varied according to market conditions to avoid the altering of prices.

Irwin Bit Catalogue

The Irwin Auger Bit Company, Wilmington, Ohio, represented by T. Mortimer, 64 Wellington St. W., Toronto, has issued catalogue No. 10 consisting of 32 pages featuring Irwin bits, including auger bits, car bits, augers, dowel bits, sugar tree bits, ship augers, rafting augers, nut augers, boring machine bits, etc. The catalogue is attractively illustrated and gives some interesting information regarding the speed of the bit, filing bits, selection of bits, etc. Copies of the catalogue wil be supplied on request.

Homes Beautiful and Healthful

The Alabastine Co., Paris, Ont., has for distribution to the trade a handsome 36 page booklet entitled "Homes beautiful and healthful". The volume is dedicated to and sent out in an effort to assist all who have taken up the work of brightening life within the home. Copies will be supplied on request.

NEW INCORPORATIONS

The Eastern Factories, United, Ltd., has been incorporated at Ottawa with a capital of $50,000 to carry on business as dealers in goods, hardware and general merchandise at Hamilton, Ont.

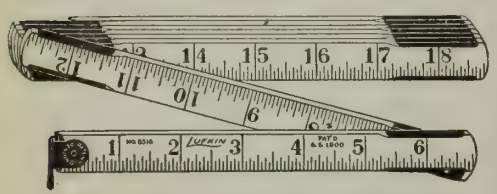
The Zenith Coal & Steel Products, Ltd., has been incorporated at Ottawa with a capital of $35,000 to carry on the business of steel metals, chemicals, and machinery merchants and manufacturers. Head office to be situated at Montreal, Que.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ATTACHMENT FOR SPRING JOINT WOOD RULES

Just the thing, the makers claim, for taking measurements out of arms' reach, and handy for taking almost any measurement. A small, substantial hook fit-



Lufkin Rule with attachment

ted to the first end of spring joint rules, so attached that with but a twist of the finger will fold up and remain flush with the edge of the rule, making it in appearance and for use same as ordinary rules without hook. Zero point falls at inside of hook when open, at extreme end of rule same as common rules when hook is closed.

This new article has just been brought out by the Lufkin Rule Company of Canada, Windsor, Ont.

NEW WATER AND WEATHER-PROOF BATTERIES

The principal objection to dry batteries, it is claimed by the Canadian Carbon Co., Ltd., 96 West King Street, Toronto, are the difficulties encountered incident to atmospheric and temperature influences upon them. To overcome this difficulty the company claims it has succeeded in insulating the active part of the battery, namely, the zinc electrode, in such manner as to minimize the retarding effect upon the electrolyte, due to low temperature, and to restrain the violent chemical action caused by extremely high temperature.

It is well known that dry batteries decrease in efficiency through age, and this, it is said, is mostly due to the excitation caused by the transference of energy between the negative and positive poles, this being principally due to superfluous moisture in the atmosphere affecting the zinc container.

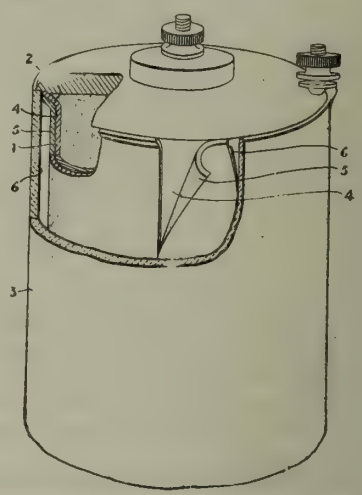
The makers of the new battery, therefore, had to provide for a novel formation of the cell and to arrange for a covering thereon, whereby the cell is insulated against the effect of changes in atmospheric conditions.

It will be noted on the illustration showing a sectional perspective view of the cell that the zinc cup is formed with an outwardly flaring upper edge. This flaring edge engages the upper edge of the outside container, and as the inner member is spaced centrally within the outer container, a surrounding dead air space is provided for. The cell itself is being coated with a special adhesive varnish, which is impervious to moisture, thus forming an insulating coating. A jacket formed of a sheet of asbestos or some similar heat insulating material is placed around the zinc container, while the varnish coat is still sticky, thus providing a protecting covering, which is a poor conductor of heat, consequently the cell retains a comparatively uniform temperature, outside changes of temperature affecting it but slowly. The electrolytic paste and the depolarizing compound inside of the cell are also protected to a very great extent against atmospheric changes.

The outer carton is made up with a water-resisting material, or is lined with paraffine, or coated inside with some other waterproof material. When the cell is now placed within the external

Canadian Carbon Co. New Battery

cover, the top is sealed so that the sealing wax extends over the top of the flanged zinc container, effectively closing the air space surrounding the cell, and consequently forming an insulating jacket, said to be very effective against changes in temperature. The seal extending beyond the top edge of the inner container effectively secures the outer carton to the cell, and thus forms a unit, from which the outer carton cannot be



Sectional perspective view of cell

removed and replaced in a fraudulent manner.

To secure the bottom cap of the outer carton and to make such carton positively waterproof, the ordinary fibre bottom cap is being replaced by a black japanned metal bottom which, on the inside of the carton, is insulated from the zinc cup by a specially-formed, paraffined, paper cap.

THE UBIQUITOUS AUTO

The Horseless Age estimates 3,114,000 automobiles in the world, of which 2,400,000 are in the United States, or 77 per cent. The number of motor cars outside of the United States, 714,000, is less than registered in the States of New York, Ohio, California and Iowa. The United States, with 276,690 cars; France third, with 98,400; Germany fourth, with 71,450; and Canada fifth, with 55,650. Range of gasoline price is 22c in the United States, 26c in Great Britain, and 40c to 50c in Continental Europe.

J. E. Ewards & Sons, Ltd., has been incorporated at Toronto with a capital of $50,000 to manufacture leather goods, harness, etc., at Toronto. Ont.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

There have been many adjustments in prices of manufactured goods during the week, and a large number of important price changes are recorded in the market reports which follow. Other important changes will follow in the near future. An advance of 25 cents per 100 lbs. in the price of wire nails took place on Thursday. Various lines of wire goods have also advanced. The many advances which are recorded this week, startling though they may be, will not come unexpectedly to those who have been following HARDWARE AND METAL'S market reports. There are few, if any changes, which have not been predicted in these columns. Among the many lines which have advanced in price during the week are: Wire nails, smooth steel wire, galvanized and bright fence staples, wire bale ties, range boilers, baths, stove pipe wire, hay wire in coils, sinks, roofing nails, annealed and cut hay baling wire, black and galvanized iron pipe, nipples, angles, Norway iron, lead pipe, copperine, pressed spikes, seine twine, tire bolts, stove bolts, coppered rivets, tacks, cheap rim locks and knobs, food choppers, carpenters' tools, rules, levels, saws, shot, bar iron, steel, cow chains, tie-out chains, wrenches, padlocks, soldering coppers, lawn mowers. A new list will shortly be issued on all lines of auger bits. Advances are expected on sand and emery paper, cloth, steel and copper sheets and other lines. Paints are firm at the recent advanced prices, but oil and turpentine are weaker.

MONTREAL

MONTREAL, March 10.— Although there has been some diminution of the volume of trade since the opening of the month, conditions are all that could be expected in the hardware trade and reports generally indicate that the months of January and February were not only remarkable for their improvement over last year but equal to the good showing of two years ago. The slight lull may be due to the fact that the trade has been buying freely on the rising market and thus covered the bulk of spring needs or to the effect on sentiment of month-end settlements.

There have been many further adjustments in prices throughout the higher manufactured goods and these seem likely to continue. In the metals and heavy products changes have not been quite so general as for some weeks past but this is not taken as any indication of improvement so far as manufactured steel and iron are concerned. In fact it is stated that prices now being asked for certain goods for delivery during the final quarter of the year are such that if there is not a reaction in the interval quotations may rise to a level which will make the increases to date look comparatively small; as much as one hundred per cent. is indicated as within the range of possibility on some items.

In the metals lead has been the only active feature, scoring a further advance of half a cent and closing strong. Generally the metals have been very unsettled by the action of the British Government in issuing an order prohibiting trading—an order which was rescinded after a couple of days.

Advances are recorded on: black and galvanized wrought iron pipe, nipples, angles, Norway iron, lead pipe, copperine, pressed spokes, stove bolts, tire bolts, food choppers, padlocks, Trimo and Coes wrenches, iron rivets, seine cotton twine, sheathing, ready roofing, carpet and tarred felt, etc., lawn mowers and certain old metals. New list prices for augur bits and sand and emery papers will be issued immediately. Advances on pig iron, manufactured steel and copper sheets may be expected.

Tin unchanged and Firm.—The situation in the lead market is unsettled but generally strong on the advances scored last week. These advances were only a fraction of those recorded in New York, where there were short supplies for spot needs but it was quite evident that the situation there was an artificial one and that a reaction would follow. This reaction came with the announcement that the British Government would restrict the trading in metals—even though tin was made an exception—but was checked when London announced that the order referred to had been rescinded. The net decline since last report has been 1½c and, although this does not yet reduce the level to the usual relation with Montreal, it is likely that there will be further advances here unless the outlook changes. Increased production in the East and reduced consumption in Europe are given as factors offsetting the heavy deliveries to the United States. Montreal quotations 49½c-50c—firm.

Copper Continues Steady.—The local situation in copper continues steady and firm on the high level reached two weeks ago following a strong upward movement of several weeks. The developments in the London Markets, where the British Government cancelled the rights to trade in copper and then rescinded the order, have had rather an unsettling effect in the United States and the net result has been a fractional decline. Montreal quotation: 32c-32½c firm and steady.

Lead is Still Higher.—Lead is the feature metal of the week and quotations show a continuation of the advance which has been in progress for several weeks. A gain of an additional half cent is recorded and the market shows indications of advancing further. In the United States the Trust has made an advance of 10 cents since last report At the same time such is the situation that second hands are getting from 10 cents to as high as 35 cents above this level for spot and for March and April delivery New York hears from London that the British authorities have been making an effort to keep the price of lead down but that these efforts have had practically no effect. This is interesting in view of the action of the government in ordering a discontinuance of trading in metals and then rescinding the order. Montreal quotation: 9¼c-9½c—strong and advancing.

Spelter Somewhat Easier.—Although there is no general change in the quotations for spelter in this market, the outside influences indicate somewhat easier conditions. Following the temporary suspension of trading under order of the British Government, London resumed at a considerable decline, and this has been reflected in New York where quotations are off fractionally over a cent since last report. In fact New York has been affected to a greater extent than London, owing to the high costs of transportation; buyers are showing a disposition to stand off to await developments. Montreal quotations: 24c-24½c—tone somewhat easier.

Antimony Steady.—On the new basis established last week, antimony has re-

mained steady and generally firm under the influence of outside markets. New York reports conditions as being dull but firm and showing an advance of about 1 cent since last report. Cables from China and Japan indicate a very strong market in the East and none of the importers are showing any disposition to cut prices. Montreal quotation: 48c—firm.

Aluminum Nominal—It is practically impossible to give a definite quotation on aluminum, the best information being that the market is nominal around 60 cents. New York continues to show advances but these have but little effect in ordinary domestic trades where the prices have long been practically prohibitive.

Sheet zinc is steady at recent high quotations: casks 31 cents and part casks 31½ cents.

Solder Firm and Steady.—On the recent advances solder is firm and steady under the influence of the market for tin and other metals entering into the manufacture thereof. The following quotations about cover the local situation: Commercial half-and-half 29c-30c; strictly half-and-half 31c-32c.

Iron and Steel Situation. — Increasing difficulty in securing deliveries of manufactured steel and iron is the dominant feature of the situation as regards pipe, tubes, sheets, plates and other products of these metals. Dealers state that they are placing orders for the third quarter of the present year for certain steel products at prices which indicate that the increases which have already been made will be comparatively small—as high as one hundred per cent and over, may be looked for on some items unless there is a marked reaction in the interval. Under such conditions the recent heavy buying appears to have been a matter of good judgment on the part of the trade in following the trend of the market and the forecasts given. Looking to the future the indications are certainly that there will be further advances, but it must not be forgotten that the market is already abnormally high and that there may be a point in relation to the ordinary domestic consumption where increasing cost will interfere with consumption. Advances on pig iron have been a recent feature of the American situation and these may be expected to have an influence in Canada.

Pipe Again Advancing.—Still another advance on black and galvanized wrought iron pipe has been made and new prices are shown in a panel elsewhere.

Sheets and Plates.—Such products as black and galvanized sheets, tin and terne plates, boiler tubes and plates are all very strong and, in view of the situation existing in the steel and iron markets, advances are to be expected as the deliveries of more costly materials are made from the mills.

Pipe Fittings.—Pipe fittings are being affected by the general upward movement of metal products. A recent change has been made by which the discount on nipples has been reduced from 77½ per cent. to 72½ per cent.

Angles.—Angles have been affected in the upward movement of metal products. Generally speaking the base quotation may now be regarded as about $3.50, as compared with $2.75 formerly. However, there is some spread in prices as between different firms in relation to stocks on hand.

Bar Iron Strong.—The local quotation of $2.45 for bar iron is comparatively low, considering the conditions prevailing, and, following the upward movement of pig iron in the United States, higher prices are to be looked for.

Norway Iron Higher. — Further advances have recently been made on Norway iron. One local wholesale house quotes $6.25 as compared with a former price of $5.85.

Sheet Copper. — Although there has been no general advance on copper sheets, the market is very strong and the increase has only been checked by a slightly easier sentiment during the past few days. However, should the high position of copper continue advances are to be looked for.

Lead Pipe Advances.—With the continued upward movement of the lead market, an advance of 1 cent has been made on lead pipe. The new quotations are $11.50 for lead pipe and $12.50 for lead waste pipe.

Lead Sheets Strong.—Although it is only a week since a material advance on lead sheets was made, the continued upward movement of the metal makes the situation very strong and still higher prices are to be looked for unless there is a reaction.

Copperine is Higher.—New and higher prices for copperine have been announced as the result of the advances in raw materials. New quotations are: No. 2, 25c; No. 1 30c; finest 35c; tough 45c.

Situation in Nails.—There has been no change in the base quotation for nails, which continues at $3.20 and firm. However, there has been an advance on pressed spikes of ⅝ inch diameter from $3.45 to $3.70.

In Hardware Lines.—Adjustments of general hardware lines to higher levels continue as the different manufacturers increase their prices to cover the increased cost of raw materials. The indications are that these adjustments will continue for some time, as it is doubtful if manufacturers have as yet covered the full advances which have been recorded in the different metals.

Stove and Tire Bolts.—Following the general advance on the bolt list referred to last week, there have been readjustments of the discounts on stove and tire bolts, the former being reduced from 75 per cent to 72½ per cent. and the latter from 65 per cent. to 60 per cent. This is the direct effect of the developments in the iron and steel markets.

New Tack Discount.—The new discount on tacks has gone into effect locally since last report. On the many items involved the discount is now 75 and 25 per cent. as compared with 80 and 20 per cent. formerly.

Wrenches. — In the general upward movement of quotations for tools, the discount on Trimo wrenches has been reduced from 65 per cent. to 62½ per cent., with a discount of 60 per cent. on extra parts.

New List on Augers.—An important announcement in connection with auger bits is that there will be new list prices issued for practically all standard makes. Whether this will involve a change of discounts as well is not yet known. The readjustments on many lines will cover an advance of about 10 per cent.

Builders' Hardware.—Wholesalers are still engaged in making readjustments on builders hardware of different kinds. One firm states that the advances on brass butts have been such that, whereas there was formerly a discount of 40 per cent. off list, there is now an addition of 15 per cent.

Food Choppers Higher. — Advances are being made on food choppers. The Sargent line, which are generally handled, have been put on the following basis; Number 20, $1.00; Number 22, $1.15; and Number 24, $1.75.

Coes Wrenches.—The several different quotations given for Coes knife-handled wrenches have been advanced to cover higher cost of production. The increase is about 10 per cent.

Padlocks Advance.—General advances on padlocks are being put into effect amounting to about 5 per cent. The Yale, Corbin, Eagle and other well known makes are affected.

Iron Rivets Higher.—The new discounts on iron rivets have gone into effect during the week. The allowance on rivets and burrs is now 55 per cent. as compared with 60 per cent. formerly.

Soldering Iron Quotations.—In addition to the new quotations for soldering irons by the pair given last week, prices by the single dozen irons are announced as follows: ½ pound $1.85 doz.; 1 pound $3.65 doz.; 1½ pound, $5.20 doz.; 2 pound, $6.80 doz.; 2½ pound, $8.40 doz.; 3 pound, $9.90 doz.; 4 pound, $13.20 doz.; 5 pound, $16.50 doz.; 6 pound, $18.90 doz.

Seine Cotton Higher.—A local wholesale house gives the following advanced quotations for seine cotton twine; No. 6, 35c No. 9, 31c; No. 12, 30c; No. 15, 36c; No. 29½-42, $1.00.

Roofing Materials.—General advances on roofing materials are indicated in the following new quotations:

Dry sheathing, No. 1, 54c; No. 2, 38c.
Tarred sheathing, No. 1, 56c; No. 2, 46c.
Surprise sheathing, 40c.
Resin, sized, 52c.
2-ply Ready Roofing, 95c.
3-ply Ready Roofing, $1.20.
Heavy straw, dry, $1.95.
Heavy straw, tarred, $1.95.
Carpet felt, $3.25.
Tarred felt, $2.60.
Pitch, 85c cwt.

Sand and Emery Papers.—The trade has been informed that new list prices are being announced for sand and emery papers. These will be confirmed by wholesalers in a day or so and in the meantime old quotations are being observed. There will be a considerable increase.

Lawn Mowers Advancing.—Advances of from 10 to 15 per cent. have been

made by American manufacturers of lawn mowers and it is expected that before the season is well under way there will be a readjustment of quotation of Canadian makers.

Old Materials.—Some further advances in the prices being paid for scrap metals are recorded this week: $13.75 is quoted for wrought iron No. 1 and $9.50 for No. 2 while stove plate is up $1.00 per ton to $9.50.

TORONTO

TORONTO, March 9.—The steady increase in values continues to be the predominant feature in the hardware market. A great many price changes have taken place this week. The outlook for business, particularly in the country districts, is good, and the volume of trade moving exceeds that of last year for the corresponding period. There is, however, a feeling of uncertainty in the trade on account of the abnormal situation, due to the advance in prices and slow deliveries from the manufacturers. The high cost of raw materials has caused an increase in production costs, which is reflected in the prices of finished goods. Increasing scarcity of many raw materials is also a factor in the situation, which is causing manufacturers of hardware considerable concern. Trade is also being seriously hampered by shortage of tonnage and high ocean freight rates, with little prospect of any marked improvement for some time to come. Shipments are not only being delayed, but prices of goods are being materially increased on this account.

Many More Price Changes.—As might be expected under prevailing conditions, prices on many lines of hardware continue to advance. This is especially true of iron and steel products ,which are unusually high following the steady advances which have taken place for many months past. The principal lines affected locally this week include boiler plates, nails, wire, staples, range boilers, mangles, soil pipe, wrought iron and galvanized pipe, wrought nipples, tire and stove bolts, lead pipe, bar iron, soldering coppers, logging tools, carriage and wagon hardware, gasoline and benzine, tarred felt, etc. Some lines of ready roofing have advanced, but higher prices for all brands of ready roofing are expected shortly. The shortage of rags used in the manufacture of ready roofing is unprecedented, and the conditions prevailing in the rag markets are such that ready roofing and kindred lines will be seriously affected. One of the largest factories in Canada, making all descriptions of hardware steel goods, has advised the trade by telegram that all prices have been cancelled. This is a further evidence of the acute shortage in the steel market, and is an indication of what may be expected during the year both as regards high prices and late deliveries.

Iron and Steel Situation.—There is no change in the situation, and the upward trend of prices continues with no indication that the top of the market has been reached. The mills have more orders than they can handle, and deliveries are getting further behind. Boiler plates have advanced 15c per 100 lbs., and are now quoted at $3.40, heads $3.65, and tank plates, 3-16 in., at $3.70 per 100 lbs. Boiler tubes are unchanged, but higher prices are anticipated, as an advance of $2 per ton has recently gone into effect in the States. Prices of shafting are very firm, and an advance is probable. There is a heavier demand for shafting in the States than was ever known, and deliveries are now being extended from six to eight months from date of order. Bar iron has advanced 15c, and is now quoted at $2.90 per 100 pounds, steel bars being unchanged at $3 per 100 lbs. Other products, which have been advanced in the States, and which will affect the local market, include wire products, $2 per ton; shafting, $5; spikes, $2 to $3; cold rolled strip steel, $5 per ton. These advances show the general trend of the market affecting all products at one time or another.

NEW PRICES ON WROUGHT IRON PIPE.
(In effect March 4)

Buttweld Size	Per 100 feet Black	Galv.
1/8 in.	$ 3 00	$ 3 75
1/4 and 3/8 in.	2 76	4 59
1/2 in.	3 49	5 40
3/4 in.	4 14	6 73
1 in.	6 12	9 95
1 1/4 in.	8 28	13 46
1 1/2 in.	9 90	16 09
2 in.	13 32	21 65
2 1/2 in.	21 06	34 22
3 in.	27 54	44 75
3 1/2 in.	33 12	53 82
4 in.	39 24	63 77
Lapweld		
2 in.	14 80	23 13
2 1/2 in.	21 65	34 81
3 in.	28 31	45 52
3 1/2 in.	34 04	54 74
4 in.	40 33	64 86
4 1/2 in.	50 80	79 38
5 in.	59 20	92 50
6 in.	76 80	120 00
7 in.	104 72	160 65
8 in.x25 lbs. per ft.	110 00	168 75
8 in.x28 lbs. per ft.	126 72	194 40
9 in.	151 80	232 88
10 in.x32 lbs. per ft	140 80	216 00
10 in.x40 lbs. per ft	181 28	278 10

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 feet Black	Galv.
1/8 in.	$ 3 00	$ 3 75
1/4 in. and 3/8 in.	2 70	4 53
1/2 in.	3 40	5 31
3/4 in.	4 03	6 61
1 in.	5 95	9 78
1 1/4 in.	8 05	13 23
1 1/2 in.	9 63	15 81
2 in.	12 95	21 28
2 1/2 in.	20 48	33 64
3 in.	26 78	43 99
3 1/2 in.	32 20	52 90
4 in.	38 15	62 68
Lapweld		
2 in.	$ 14 43	$ 22 76
2 1/2 in.	21 06	34 22
3 in.	27 54	44 75
3 1/2 in.	33 12	53 82
4 in.	39 24	63 77
4 1/2 in.	49 53	78 11
5 in.	57 72	91 02
6 in.	74 88	118 08
7 in.	102 34	158 27
8 in.x25 lbs. per ft.	107 50	166 25
8 in.x28 lbs. per ft.	123 84	191 52
9 in.	148 35	229 43
10 in.x32 lbs. per ft	137 60	212 80
10 in.x40 lbs. per ft	177 16	273 98

Montreal and Eastern List.

Pig Iron.—There is no change in the pig iron situation, and prices remain at last week's level. The market is fairly active, with an improved demand for foundry grades of pig iron.

Old Materials.—The situation in the scrap metal market is much the same as last week. A steady volume of business is reported for brass, copper and heavy melting steel; the market for these metals is firm and quotations unchanged. The recent advances in the pig lead market have improved the position of old lead, and prices are a little stronger. Aluminum is also strong, but scrap zinc is weaker. Boiler plate, axles, tires, etc., have all an upward tendency, but quotations are unchanged meantime.

Metals.—An important development has taken place on the London market recently. The British Government issued regulations prohibiting speculative transactions in the various metals required in the production of war material. The object of the new order was to prevent inflation in prices, and was due to the high prices reached in all the markets. The metals in the order included, among others, copper, zinc, brass and antimony. Tin was not included in the order, as it only enters incidentally in the manufacture of munitions. If this regulation had been enforced for any length of time, it would have meant a virtual stoppage of trading operations on the London market, and would have also stopped all manipulation and speculation. At this writing, however, cable despatches state that the regulation has been rescinded, but no information is at hand as to the reason of the Government's action. The metal exchanges in London opened last Monday for trading under conditions authorized by the Minister of Munitions. Although the regulations are not in force, it indicates that the British Government intend to control prices of metals more effectively than heretofore, and the effect of this will be felt locally by less fluctuation in prices. The American market has invariably followed London, so it will be interesting to see how prices in New York are affected under the new arrangement.

Copper.—The market is unsettled, following developments in London, but quotations are unchanged. The demand for copper is still exceptionally strong, and producers are so well sold ahead that they do not find it necessary to reduce prices. Indications point to the present high level being more or less maintained for some months, as there is a possibility of the consumption increasing rather than decreasing, quotations are nominal at 30 1/2 c per pound.

Tin Firm.—The sharp advance reported last week has not been maintained, and the market has declined. As tin was the only metal not included in the British Government regulations, later rescinded, this metal will perhaps not be affected by any other restrictions on metals generally that may be imposed by the Minister of Munitions. The tin position is a good one, particularly for spot

metal. Tin is now quoted at 50c per pound.

Spelter Weaker.—The market is unsettled and weaker, being affected by the London market. There appears to be a wide difference of opinion in the trade as to what effect the action of the British Government will have on prices, and many consumers are holding back until the situation improves. Zinc ore is quoted at $100 to $120 at Joplin, Mo. Spelter has declined 2c locally, and is now being quoted at 23c per pound.

Lead Strong.—The market is strong following an advance by the Trust of $2 per ton to 6.60c New York, with the outside market at the same price. There is a scarcity of spot lead, but the demand continues good. The lead situation is good, and there is a decided upward tendency. Local quotations are firm and higher at 8¾c per pound.

Antimony.—The market is quiet and unchanged. The antimony market has been under the control of the British Government for many months, so any new regulations or restrictions would probably not affect the metal, it being already controlled. Quotations are unchanged at 48c per pound.

Aluminum.—The market is strong and metal is secure. Quotations are firm, but unchanged at 68c per pound.

Solders.—Quotations are a little higher than last week, following the advance in the tin market. Guaranteed is quoted at 28½c, and strictly at 26¾c per pound.

Iron Pipe Again Advances.—Owing to the unprecedented conditions in the iron and steel trade, makers of wrought iron pipe have again advanced prices—2 points for black and 3 points for galvanized pipe. The last advance went into effect on February 18, while the new prices were in force on March 4, making two changes in less than three weeks. Last week Hardware and Metal predicted another advance, the supposition being based on the increase in cost of raw materials. The market is very strong at the new prices, which are given in a panel elsewhere.

Bar Iron Advances.—Bar iron has taken a further advance of 15c per 100 pounds, making the price $2.90 base. Steel bars are firm and unchanged at $3 base per 100 pounds.

Boiler Plates Up Again.—Boiler plates continue on the up-grade, following advances in the United States market. The new prices are 15c per 100 lbs higher, and are as follows: Plates, ¼ to ½ in., $3.40; heads, $3.65, and tank plates, 3-16 in., $3.70 per 100 pounds.

Range Boilers Advance.—Makers of range boilers have raised their prices owing to increase in cost of production. Standard boilers, 30-gallon welded, are quoted at $7.25; Standard riveted, $7.50, and extra heavy, $10.50 each.

Soldering Coppers Up.—Owing to the increase in cost of copper, makers of soldering coppers have made a sharp advance. Soldering coppers are now quoted at 49c per pound base, as against 37c formerly.

Lead Sheet Higher.—Following the recent advance in pig lead, prices of lead sheets are higher as follows:—Sheets, 3 lbs. sq. ft., $11; 3½ lbs. sq. ft., $10.30, and 4 to 6 lbs. sq. ft., $10.75 per 100 lbs. Lead wool is quoted at 12c per pound.

Lead Pipe Advances.—As predicted in Hardware and Metal last week, prices of lead pipe have been advanced 1c per pound. In view of the high cost of pig lead, an advance in lead pipe was expected. Lead pipe is now quoted at 11½c and waste pipe at 12½c per pound, the market being very firm, but demand continues light.

Pipe Fittings.—Discount on some lines of wrought and malleable iron fittings have been lowered, and are as follows: Wrought nipples, 72½ per cent.; malleable lipped unions, 60 per cent., and plugs, 62 per cent.

Soil Pipe.—A new discount has been announced for medium and extra heavy soil pipe, up to 6 in., of 65 per cent., as against 65 and 10 per cent. formerly. Sizes 7 in. and 8 in. are unchanged at 45 per cent.

Wire Nails Advance.—A sharp advance of 25c has been made in wire nails, bringing the price up to $3.40 per keg base. This is due to the scarcity and high cost of wire rods, prices of which are purely nominal, as some makers have not been selling in the open market except to regular customers, for several months. Cut nails are quoted at $3.20 per keg base.

Wood Screws.—Prices of wood screws are unchanged, but very firm. Conditions in the trade are such that higher prices may be looked for in the near future.

Wire.—The market continues very strong, but the situation does not improve, and makers of wire are having considerable difficulty in obtaining raw materials in sufficient quantities to meet their requirements. Higher prices for wire and wire products in the near future may be expected. Smooth steel wire, No. 0-9 gauge, is quoted at $3.45 base.

Logging Tools Up Again.—Another advance of 10 per cent. has been made in logging tools, following a similar advance announced last week.

Carriage and Wagon Hardware Also.—Makers of carriage and wagon hardware have again advanced their prices 10 per cent.

Oakum Higher.—Makers of English oakum have raised their prices, but American oakums are for the present unchanged. Raw materials continue to advance, and in the case of the English oakums high freight charges have to be taken into consideration. New hemp, English, has advanced 1½c, and is quoted at 12c per pound, while U. S. Navy, English, has advanced ½c, and is quoted at 9½c per pound. All other lines are unchanged in the meantime, although higher prices may be looked for.

Binder Twine Situation.—It is expected that the new prices for binder twine will be issued very shortly. That the new prices will be considerably higher than last year's schedule is not doubted owing to the much higher cost of sisal and Manila. Quotations at present are being guaranteed; that is, while no prices are made, every manufacturer agrees to meet every other's quotations.

Ready Roofing.—A general advance in all lines of ready roofing is expected shortly, one manufacturer having already raised prices. The situation in the trade is abnormal owing to conditions prevailing in the rag markets. In normal times large quantities of rags are imported into Canada from Europe for making ready roofing. On account of the war this source of supply has been cut off, resulting in a serious shortage of rags, and consequently high prices. This shortage is unprecedented, and is seriously affecting the roofing business. Tarred felt has already advanced, and is now quoted at $2.60 per roll.

Plumbers' Goods Higher.—Prices on enameled baths, lavatories, roll rim sinks, flat rim sinks, and all other lines of enameled plumbing supplies have advanced from 5 to 10 per cent. These advances are over and above the advance which took place on January 8. The market is very firm, and prices are subject to further changes without notice.

Galvanized Sheets.—There is no improvement in the situation, and the market continues very strong. Higher prices for galvanized sheets may be expected any time, as black sheets continue to advance, and deliveries are getting more backward. The spelter situation shows no improvement, and the price is still too high to interest the galvanizing trade.

Seasonable Lines.—Bookings for summer lines, such as refrigerators, ice cream freezers, oil stoves and oil stove ovens, etc., are very satisfactory and considerably better than last season. Sap pails and spouts are moving out freely for the maple syrup season, which will be on very soon.

Utensils.—A good demand from the country trade for stock lines is reported and prices are very firm. The advance in two-pieced ware, reported last week, has been well maintained, and higher prices for other lines of ware are looked for, as cost of production is still high owing to conditions in the raw material markets.

Stove and Tire Bolts Up.—Makers of stove and tire bolts have issued new and lower discounts, which are as follows:—Stove bolts are now 72½ per cent. and tire bolts 60 per cent. The previous discount was 75 per cent. for the former and 65 per cent. for the latter.

Rope Very Firm.—The market is very firm at unchanged prices. The raw material markets continue strong, with no improvement in the situation. High freight rates are tending to keep prices up, and stocks of fibre on hand continue light. Very fair business in cordage is reported.

Mangles Advance.—Makers of mangles have advanced prices approximately 10 per cent., the new quotations being as follows:—Victor, $15.65 and Woodyatt mangles $7.25 each.

LONDON

LONDON, March 7.—Business here is fair this week. The merchants are still busy marking their spring goods, while the jobbers are busy shipping the balance of their spring bookings. There is plenty of work to keep all parties busy. Several advances in prices have been noted again this past week.

Tire bolts are up nearly 15 per cent. The new price is 60 per cent.

Stove bolts are up 10 per cent., the new price being 72½ per cent.

Iron rivets also record an advance of 10 per cent., the new prices being quoted at 55 per cent. This new price on rivets makes coppered rivets and burrs, No. 8, in 5-lb. packages assorted, 99c per keg; No. 10, $1.06 per keg.

Tacks Advance.—With an advance of 20 per cent. in the price of tacks, the new prices are quoted at 75 and 25 per cent.

Locks Go Up.—Cheap rim locks are quoted at $1.50 dozen, an advance of 5 cents. Cheap knobs, jet, porcelain and mineral, are quoted at $1.25 per dozen, an increase of 5 cents.

New Price for Food Choppers.—A new price is quoted on Gem food choppers. No. 20 is selling at $1.00 each; No. 22, $1.15 each; No. 24, $1.75 each.

Some lines of carpenter braces have advanced about 20 per cent. from recent quotations.

Rules have also advanced and are now being quoted at an advance of about 25 per cent.

Saws and Levels Go Up.—A prominent manufacture reports an advance in levels, saws and other articles of 10 per cent.

Shot is now quoted at 20 per cent. off, with extras as usual.

The price of bar iron is now quoted at $3.00 base, while bar steel is $3.15 base.

Tacks Advance.—Prices on the best selling sizes of carpet and cut tacks have made considerable advances in many instances.

Cow Chains.—New prices are quoted for immediate and future bookings at 40 and 5 per cent. The old price was 50 per cent. Tie out chains are quoted at 75 per cent.

Linseed Oil.—There has been a fair sale of this commodity during the past week, with a firmness in prices. Raw oil is quoted in 1 and 2 bbls., at $1.02 per gal.; 3 to 5 bbls., $1.01; 6 to 9 bbls., 99c. Boiled oil, 1 to 2 bbls., $1.05; 3 to 5 bbls., $1.04; 6 to 9 bbls., $1.02.

Turpentine.—There is no change in the price of this commodity during the week. In 1 bbl. lots it is quoted at 78c per Imp. gal., 2 to 4 bbl. lots, 77c; 5 gal. lots, 85c.

White Lead and Glass.—Firmness is noted in the market for these commodities. White lead is quoted in ton lots at $11.45 and in less than ton lots at $11.75. Glass, single diameter, is quoted at 30 and 10 per cent.; double diameter, 30 and 10 per cent. Cut lights, net list.

Rope Prices Hold Firm.—There are no changes in the prices of rope during the past week. Pure Manila is quoted at 21c; British Manila, 17c; African hemp, 17c; cotton 3-16, 25c, cotton ¼ and up, 24c.

Fence Wire Stationary.—Prices for wire fence remain unchanged from the last quotations. Barb is selling at $3.85; No. 9 galvanized, $3.50; No. 12, $3.65; No. 13, $3.75; No. 9 coil spring, $3.55. No. 10 O and A., $3.61; No. 11 O. and A., $3.67; No. 12 O. and A., $3.75; No. 14 hay baling, $3.80.

Screen Wire.—Painted screen wire in 100-foot rolls is selling at $1.87½; in 50-foot rolls, $1.92½; bronze wire in rolls is selling at 8 cents per square foot, in less than rolls, 9c.

Harvest Tools.—These articles are quoted at 40 and 12½ per cent. Spades and shovels are selling at 50 and 10 per cent. for firsts; 50 per cent for seconds; 40 per cent for fourths.

WINNIPEG

WINNIPEG, March 9.—Winnipeg and the West are again covered with a heavy mantle of snow as a result of a storm which started Monday morning. At the time of writing, it is somewhat uncertain just what effect the storm will have on traffic, but it certainly looks as though there will be numerous delays in the train service, which will affect both incoming and outgoing freight shipments.

Business Good.—All the jobbers report business as being excellent, and they have all increased their staffs considerably with a view to handling orders promptly. It is undoubtedly true that March will far surpass the two preceding months of the year, and arrangements to cope with the situation have been made.

Added Auto Accessories.—A great number of the jobbers report that they have added a line of automobile accessories to their stock, and express surprise at the amount of business which is turned in through the retail merchants. This would seem to indicate that retailers throughout the country are taking hold of the accessory business and making a leader of same. There is no doubt that the hardware store is the proper channel through which this trade should pass.

Paints Higher.—Spring orders of paint now being shipped show that the various lines are in good demand.

There has been an advance in the price of prepared paints, which went into effect March 1. On most lines this amounts to 10c per gallon, but in certain colors it is as high as 20c. In the case of white paint, the advance is 15c. This is the first change in Winnipeg since last June. There are no changes in varnishes. On account of advances in the price of raw material, the price of decorators lead has been put up, quotations now being for less than tons. 12.60 per cwt. Turpentine is quoted 90c per gallon. There has been a drop of six cents per gallon in linseed oil, but the market is firm, although no advances are expected at the moment. Quotations are—raw 1.05 per gal. and boiled 1.08.

Big Sales of Ammunition.—The jobbers advise that the amount of ammunition now being specified on spring orders would indicate that big sales of 22 rifles are to be expected. Some of the manufacturers are sending interesting literature to the various dealers in Western Canada, pointing out the harm done by the little gopher, and how the 22 rifle plays a great part in ridding the country of this pest.

Barb Wire Higher.—Revised prices have been made this week on barbed wire, and according to latest reports further advances may be expected in the near future. Reports from the States would indicate that the mills are sold out for months ahead, and that there is a serious shortage of supplies. The prices now being quoted are as follows:

Barb Wire	Ft. Wm.	Winnipeg
Lyman Galvd.	$3.40	$3.65 spool
Glidden	3.25	3.50
Baker	3.20	3.45
Lyman Galvd. Catch-weights	4.00	4.30 per 100

Nails Higher.—Another line on which further increases may be expected is wire nails. Nail rods are very scarce, and makers in the U.S. are raising their prices nearly every week or ten days. Canadian makers are sure to follow all advances in the U.S. and it is hard to see at this time just how high prices score.

Paints Higher.—Revised prices have been put into effect on paints. House paint is now being quoted as high as $2.50 per gallon, and floor paint as high as $2.15 per gallon. The various other lines of mixed paints along with colors in oil colors in Japan show corresponding increases.

White lead is also higher, and the price to-day in ton lots is $12.30 with an extra 30c per cwt. for smaller quantities.

Paris Green Up.—Paris green has taken a decided jump and prices below represent to-day's quotations.
Paris Green in packages 1 lb. full cases 44c lb.; Less, 44½c lb.; ½lb. Full cases 46c lb.; Less 46½c lb.

Stoves Higher.—Stoves and ranges have also come in for an increase in price. Manufacturers kept the price down as long as their old contracts for raw material held good, but in renewing their contracts at much higher figures, it is only too evident that the increased prices quoted to-day are justified.

Shot Higher.—Drop and chilled shot have taken a further jump and quotations below, represent the present market for this commodity.

Shot 3 A to Dust, $13.00 per 100 lbs.; Chilled, $14.50 per 100 lbs.; S S G to 4 $13.80 per 100 lbs.; 28 Ball, $14.20 per 100 lbs.;

WEEKLY PAINT DEPARTMENT

Start Clean Up Campaign Now

Merchants Should Take an Early Interest in Movement for Betterment of Their Home Town—Clean Up and Paint Up Movement Growing in Favor.

HOW about "Clean Up and Paint Up" week in your town? For the past three years these innovations have met with great success throughout Canada and the United States. They have resulted in many cases in a cleaner and better, a healthier and more attractive town in which to live. It is expected that many more towns will enter into the project this year. The war may still be in progress but it will help people to dispel the sombre aspects of the struggle if they set about making their homes and home town a brighter and more wholesome place in which to make their abode. It is fitting that people should not forget to make things as pleasant as possible.

Now that spring is about here it is well that merchants who are interested in this movement from a pecuniary standpoint should not lag behind in using every means in their power to get the movement under way. It is a thing which will benefit their home town and at the same time be a great benefit to their business. Most of all it will result in a betterment of civic conditions, and most hardwaremen and paint dealers are big enough to make this the prime object of the movement. If incidentally they reap some financial benefit they will take that as a secondary consideration. From the financial side alone it is well worth while for them to take an active interest in the movement.

Movement Began In St. Louis

The headquarters of the movement on this continent is at St. Louis, Mo. In 1912, Allen W. Clark conceived the idea of having a national Clean Up and Paint Up week. It was tried out and proved to be an immediate success. It has now grown to national proportions and each year sees the idea extending still further afield. It is the purpose of the movement to create in the public mind a spirit of enthusiasm and a sense of intelligent co-operation. The active co-operation of the town or city authorities should be enlisted in all departments. Everybody, both old and young, should be asked to lend a hand to clean up property, indoors and outdoors. There is a great need for a systematic clean-up each year. A trip through any town or village or city shows many streets, yards, lanes and open places littered with waste and rubbish. This rubbish is both unsightly and unsanitary. If these are the conditions outdoors in full view, what must be the conditions indoors in cellars, attics, passageways in factories, tenement houses and other places.

How to Organize

Talk the matter over with a half dozen people who will be interested in the project. They need to be boosters—live members of the community. When you get them together agree upon a meeting to take place within a day or two at which it is arranged for other representative men and interests of the town to be present. The mayor and the newspaper men of the town are among the first that you should see are present. The city and school and health officials, the civic and business and women's clubs and the big business and manufacturing concerns should all be represented. These things should be done:

1. When the meeting is called to order a chairman and secretary should be named and the purposes of the meeting outlined.

2. Give some description of the movement as it has grown and developed into an international one.

3. See to it that a resolution is introduced and adopted to start at once a Clean Up and Paint Up campaign.

4. Organize into a permanent organization for the work. Select a president and other officers. There should be enough vice-presidents to include one from every co-operating organization or interest. The new president should be instructed to name all the various chairmen of committees within a day or two after the meeting. These along with the officers should constitute the executive committee. Committees which should be named include: Finance, publicity, to provide wagons for removal of rubbish, to provide clean street cans, one to interest the school children and one to interest all merchants to feature Clean Up and Paint Up articles in their advertisements and displays.

5. Adopt a resolution requesting the mayor or the Board of Health to proclaim the opening of the campaign for the cleaning, sanitation and beautification of the city.

6. Adjourn, after fixing a date for a future meeting at which all these chairmen and members of their committees will attend to plan their work.

Get Many to Work

It should be the aim to get as many men and women as possible interested in the work. Each should be made feel that they have some particular share and interest in the work. Their town is going to be made a better place in which to live and they should take a very active interest in the work. The mistake of heaping too much work on one willing enthusiast should not be made. The more general the interest and the larger the number who take a part in the work the bigger will be the success. This is a work which appeals to people. Their sense of civic pride is aroused. When every person is bent on making a clean-up job the spirit will become infectious. Trees could well be planted in suitable places in the streets. People should also be encouraged to plant flowers and keep their lawns in good shape to harmonize with the brighter, cleaner houses. The time is opportune to be thinking about this very important matter. As soon as the conditions are favorable no time should be lost in getting it under way.

BRITAIN IS CLOSELY REGULATING SHIPPING

Importing Large Quantities of Flaxseed

The recent embargo placed on certain articles for shipment overseas to Great Britain renews the interest in the amount of ocean tonnage which is now under the control of the various governments at war. The British Order in Council for the purpose of regulating shipping states "that all British steamships of 500 gross tons or over except those employed in coastwise trade, are prohibited from proceeding on any voyage except under special license issued

BRUSHES
and
BROOMS

Bearing this Mark

are absolutely guaranteed, and if found defective, may be returned and will be replaced—entirely at our expense. The dealer cannot lose on Boeckh's Guaranteed Brushes and Brooms and besides your customer is assured of getting satisfaction.

THE BOECKH BROS. COMPANY, LTD. -- TORONTO, CANADA

Your Store is What You Make It—

Conduct business on the quality and value basis and trade comes easily.

When it comes to paints and varnishes, you'll take the right step by securing the agency for

Jamieson Line

It has never disappointed and it never will. We realize that the more our agents sell the more business we'll get, and therefore put forth our most diligent efforts to produce and maintain a superior quality of product.

Write for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

by a licensing committee to be appointed by the Board of Trade.

It will be seen that the British Government is thoroughly supervising the shipping business. Steamships will only be allowed to carry freight of the most particular importance. Large quantities of flaxseed are being imported by the government for the purpose of extracting the glycerine. The exports of flaxseed from Argentine into Europe from the first of January up to the middle of last month were 750,000 bushels more than for the same period last year. The exports from India show an increase of 431,000 bushels in the same period. This increased demand for flaxseed in the making of glycerine will also be another factor to cause the price of linseed oil to be firmer.

World's Mercantile Marine

On the outbreak of war Lloyd's Register of Shipping gave the merchant tonnage of the world as 49,089,552 tons, divided among 30,836 vessels. Of this number 24,444 were steamers with a gross tonnage of 45,403,877 tons, and 6,392 were sailing vessels of 3,685,675 tons. Among the belligerent countries this tonnage was distributed as follows:

	Steamers	Gross tons
Great Britain and Colonies.	10,123	20,523,706
Germany	2,090	5,134,720
France	1,025	1,922,286
Austria-Hungary	433	1,052,346
Russia	747	851,949
Belgium	173	341,025
Japan	1,103	1,078,386
Italy	637	1,480,893
	16,331	32,334,893

The steam tonnage owned in the countries at war represents 71 per cent. of the total steam fleet of the world. With the outbreak of war the German and Austrian steam shipping aggregating 6,187,066 tons, was immediately cut off. It has been estimated that since the war began 1,200,000 tons gross of German shipping seized at sea or detained in port by the Allies have been restored to traffic. About 1,000,000 tons of Allied and neutral shipping have been sunk by the German navy. After making the proper allowances the total loss of tonnage to navigation since the war began may be placed at 5,000,000 tons, about 11 per cent of the gross tonnage afloat at the beginning of the war.

PRACTICAL SHEET METAL WORK

(Continued from page 39.)

section by drawing solid curved lines. These curves represent the desired pattern of the branch piece.

Figs. 4 and 5 show plan elevation and pattern of a 90-degree elbow. The same method is adopted as was described in developing the branch for the T-piece. Allowance must be made for laps or seams, as the came may be, in accordance with instructions given in the last article, No. 6.

(Continued in next issue.)

WHY THE CLERK GRINNED

(Continued from page 33.)

ous points. Connect the points of interness to his own gods of system and efficiency.

System at the Freezing Point

The snow shoes, brooms, shovels and other hanging articles were so well hung that they were almost permanently affixed in their places. The show cases were given up entirely to objects of an attractive appearance, regardless of their seasonableness and utility.

There were beautiful displays of bath room fixtures and lawn et ceteras, forgetful of the fact that people neither installed plumbing systems nor watered their lawns in January. It was the same thing in the warehouse where for the sake of compactness of arrangement a large left-over stock of nails were piled parapet-like in front of a lot of children's sleighs and light farmers' sleds. The basement was a labyrinth of orderly rows of attractive articles that would not be required for months whilst on the shelves and in the odd corners where they were least likely to be seen and if when found, the hardest to get at, were a large number of the articles most likely to be called for.

My face showed my astonishment. He misunderstood the cause of it. I felt out of words so when I returned to the office I glanced at my watch. We had eaten up just one hour and ten minutes of his "not to be disturbed" hour. Apparently like everything else about the establishment, it was a sacrifice of vital concentration to mere appearance, a sort of orderly superficiality.

A great light broke on me. I understood now why this young man had an hour and ten minutes to spare in an exposition of his system methods to a casual caller, why the owners of those teams were not in here swapping the gossip of the countryside with this human rule, why the poor girl looked so tired and why the clerk had seemed to grin.

WEEKLY PAINT MARKETS

(Continued from page 46.)

Gasoline Again Advances.—Gasoline and benzine have again advanced to a new high level, which was fully expected. With no improvement in the crude oil situation and steady increase in demand for gasoline, it is almost impossible to say where the market will go. Quotations now are abnormally high, but there is no doubt at all that further advances will be registered within the next few months. The latest advance is 1½c per gallon, and gasoline is now quoted at 32c and benzine at 31½c per gallon.

Glass.—There is no change to report in the glass situation. The demand is very light, but prices are very firm. Nothing has been done as yet with regard to advancing prices, but there is every probability that such a step will have to be taken sooner or later owing to conditions prevailing in the American market.

Putty.—The market is very quiet, and prices are unchanged, as shown in current quotations.

MERCHANT VS. PEDDLER

Ingram & Davey, Ltd., St. Thomas, Ont., are using newspaper space to compete with peddlers who are going through the county selling coal oil, etc. One of the recent ads. run by the company read as follows:—

Farmers' Attention

"We are informed quite a number of farmers have been buying coal oil from agents going through the country, representing American oil manufacturers. For the benefit of those not posted in the prices, we might say that for over a year we have been selling the best American Royalite coal oil as follows: 1 gallon lots at 16c gal.; 3 to 5 gallon lots at 15c gal.; 40 gallon lots at 13½c gal.

"Until a further advance by the refiners we will continue to sell at the above price.

"Don't send your good money to the United States; bring in your cans or tanks and let us fill them for you with the best American Royalite Oil, and leave your money with people who are helping build up St. Thomas."

WHO AM I?

I am more powerful than the combined fighting forces of the world at the present day.

I have destroyed more men than all the wars of the world, and while I exist I will destroy more life than all the wars to come.

I am far more deadly than bullets or shrapnel shell, and I have wrecked more homes than the mightiest siege guns or the worst plague which ever existed.

I steal more money from the people in Canada in one year than would pay off her present national debt in five years. I spare no one, and I find victims among the rich and poor alike; the young and old; the strong; the weak; widows and orphans know me.

I loom up to such proportions that I cast my shadow over every field of labor from the turning of the grindstone to the moving of every railroad train.

I kill, and maim for life thousands upon thousands of wage earners in a year. I lurk in unseen places, and do most of my work almost in silence.

I am relentless, I am everywhere; in the home, in the field, on the streets, in the factories, at the railway crossings and on the sea.

I bring sickness, degradation and death, and yet few seek to avoid me. I am friend to no man not even to myself and wish I could destroy myself.

I am your worst enemy.

I AM CARELESSNESS.

THERE'S PROFIT IN SELLING THE "1900" LINE OF WASHING MACHINES

To be thoroughly profitable to the dealer, an article must measure up to these two requirements:

1st:
It must provide a reasonably large profit per sale.

2nd:
It must have merit sufficient to enable the dealer to make sales easily.

One of these recommendations alone should not be sufficient to interest you. Both are needed for real profit. Both are provided by

The "1900" Line
of Washing Machines and Wringers

Write for our list and description of various types of washers and let us tell you of our liberal proposition to Hardware merchants and others qualified to handle our goods.

"1900" WASHER COMPANY
357 Yonge Street TORONTO

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

BERRY BROTHERS' CELEBRATED MADE IN CANADA VARNISH

CONFIDENCE

ALL permanent business successes are founded on confidence.

It is the earned confidence in Berry Brothers' made-in-Canada varnishes and enamels that makes them so easy and desirable to sell.

Berry Brothers' label is well known to all varnish buyers, and always gives a feeling of perfect confidence that the goods sold under it are right.

By making a leader of Berry Brothers' line you can increase the volume of your varnish business.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

(254)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 10.—Apart from a continued state of unsettledness and uncertainty with strength generally in evidence, there is no outstanding feature of the paint situation this week. Manufacturers are busy in connection with their spring orders, which, in the outside districts, are of good volume and are demanding earlier attention than usual as regards shipment. Since the institution of the advanced prices, which formally went into effect on the 1st of the month, there has been some cessation of new business, but this does not appear due so much to the fact of the higher quotations as to the fact that prior to that date a general effort was made to give the trade an opportunity to book for their spring needs at the old rates; in a few cases the lower prices are still being offered to regular customers on whom travellers had not an opportunity of calling prior to the rise.

As to the future the indications still favor a further advance on mixed lines a month to two months from now and this will be the logical development of the situation unless there is some marked reductions in the main ingredients. Oil is steady, lead very strong and turpentine a trifle easier.

Linseed Oil Steady.—Following the declines of a couple of weeks came with weakness in the flax market, linseed oil has continued steady in the local market on the basis struck last week. Present conditions do not indicate any particular movement but of course it is difficult to make forecasts with the flax market subject to violent fluctuations. The local market is covered by the following quotations:

	Raw.	Boiled
1 to 2 barrels	97c-$1.00	$1.00-1.03
3 to 5 barrels	96c-99c	99c-$1.02
6 to 9 barrels	95c-98c	98c-$1.01

White Lead Very Strong.—Lead was very strong on the advance recorded last week even as it was made. Since there has been still another increase in the quotation for pig. Under these conditions higher prices for lead are warranted. Factors for restraint are that the trade is pretty well bought and the volume of business passing is not heavy and the fact that already the prices are abnormally high. Quotations are on the basis of $11.55 for ton lots, with 30 cents added for smaller quantities and these figures are for immediate acceptance and immediate delivery only. Any activity in demand is likely to lead to immediate advances.

Turpentine Slightly Easier.—There is a continued easiness in the turpentine situation which has had the effect of reducing quotations of last week to some slight extent. The basis for single barrels may now be given as 77c-78c and 2 to 4 barrel lots 76c-77c. Some prices as high as 80c for single barrels are heard but such quotations may be regarded as subject to immediate adjustment.

Gasoline Goes Higher.—Following the trend of the market reports recently printed in these columns, and general information given regarding the gasoline situation in the United States, there has been another advance of 1c on local quotations. Further the prediction is made that further increases are to be looked for with the probability of the addition of another cent in the coming week. Reports from the States indicate that advances are likely to continue, statistics showing that consumption is increasing at a rate which is out of proportion to production. New quotations are:

Gasoline, in barrels	32c
Gasoline, in drums	29½c
Gasoline, tank wagon	29c

Benzine ½c lower.

Paris Green.—Despite the fact that the opening prices for Paris Green are over one hundred per cent. higher than the opening basis of a year ago, predictions are made that there will be materially higher quotations before the end of the season with anything like normal consumption. The high prices are due to a shortage of the required chemicals and as the supplies of these chemicals become further exhausted advances are a logical development.

Arsenate of Lead.—Owing to a shortage of chemicals, a difficult situation has arisen with regard to arsenate of lead. The Canada Paint Company announces that all quotations have been withdrawn for the time being. It is expected that there will be further supplies of chemicals available in the near future but when the quotations are re-established it is predicted that there will be advances in prices of 5 to 7 cents per pound.

TORONTO

TORONTO, Ont., March 9.—The situation in the paint market is much the same as last week. Business has been comparatively quiet, but renewed activity is looked for when the painting season gets under way. Manufacturers are busy shipping orders booked last month, and deliveries will continue in steady volume for some time. All indications point to a good demand for paint in the country this season, and the outlook in this respect is bright. The city trade has been quiet of late, but a marked improvement is expected later when the weather conditions are more favorable for outside painting.

Gasoline and benzine have again advanced, and indications point to still higher prices. White lead is very firm at the advance announced last week. Prices of arsenate of lead have been withdrawn owing to the scarcity of raw materials. The demand for Paris green is good, considering the high cost of this material. Linseed oil and turpentine are unchanged, the markets being fairly steady. There is no change in the glass situation, and the proposed advance has not been announced yet.

Linseed Oil Steady.—The market is a little firmer, but there is no change in the situation. Flax seed is higher, being quoted at around $2.11, Winnipeg. The oil cake situation is creating considerable uneasiness, and may affect prices of oil. The demand locally for linseed oil is light, and prices now have a very narrow range. The following prices are being quoted for linseed oil in Toronto:

	Raw.	Boiled.
1 to 2 barrels ...	$1.02	$1.05 per gal.
3 to 5 barrels ...	1.01	1.04 per gal.
6 to 9 barrels ...	0.99	1.02 per gal.

Turpentine Quiet.—The market is quiet, with quotations at the same level as last. Local influences are apparently still keeping the price of turpentine down, as the market at Savannah is firm, and quotations there have been practically unchanged for several weeks. There is very little turpentine moving in the South, but stocks are being gradually depleted. The demand is light locally, and the following prices are being quoted:—1-barrel lots, 78c; to 4 barrels, 77c, and 5-gallon lots, 85c per Imperial gallon.

Arsenate of Lead.—Owing to the increase in cost of raw materials and difficulty being experienced in getting supplies, makers have withdrawn prices of arsenate of lead.

Paris Green.—On account of the high cost of Paris green, dealers are only carrying light stocks. It is a question however whether the supplies of raw materials will be sufficient to meet the demand. Prices are very firm.

White Lead Firm.—The market is firm at the advance announced last week. Pig lead has again advanced since the new prices for white lead were issued, so manufacturers are confronted with another problem. Indications all point to still higher prices for pig lead, in which case white lead may follow suit. White lead is being quoted locally at $11.70 per 100 lbs. in ton lots, with 30c extra for less than ton lots.

(Continued on page 44.)

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

B — H

THE EDGE *of the* WEDGE

in building up a Paint Department is to be in a position to supply

B.-H. "English" Paint

when called for; the rest follows as a matter of course.

70%

Brandram's B.B. Genuine White Lead in the base of all tints and white.

30%

of pure White Zinc in the base of all tints and white.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purc hases at better prices.

ALUMINUM.

Ingot, 99% pure, lb........... 69
Pattern, lb. 64

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 60—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½—5% off; all other R. F. Short Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M. net; C. B. Caps, $2.95 per M net; Blanks, R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks. 10% less than ball.

"Dominion" B. B. Caps, 45 and 5%; C. B. Caps, 40 and 2½%; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10%; Primers, 2½; brass shot shells, 45%; "Winchester" B. B. Caps, $2.95 M net; C. B. Caps, $3.08 M net; 22 short, black, 20 and 15%; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle, Ball, adv. 15½; Pistol and Rifle, Shot, 4; Military and Sporting, adv. 26½; Primers, $2.47½ net; Brass Shot Shells, 30 and 10

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot, standard, 100 lbs., Toronto, $11.15; Montreal, $12.00; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz........ 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes, No. 2, doz. 9 75

Single bit, doz......	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

BELTING (Leather).

Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BENZINE..	Montreal	Toronto
Single bbls., gal...	0 31½	0 31½
Drums, gal.	0 29	0 29½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 52½%.
Carriage Bolts ($1), list, 7-16 in., 37½%.
Machine Bolts, ⅜ in. dia. and smaller, 52½%.
Machine Bolts, 7-16 in. dia. and larger, 42½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 42½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 37½%.
Coach and Lag Screws, 60%.
Sink Bolts, 55%.
Square Head Blank Bolts, 42½%.
Bolt Ends, 42½%.
Plow Bolts, 42½%.
Elevator Bolts, 42½%.
Fancy Head Bolts, 35%.
Shaft Bolts ($3 list), 35%.
Step Bolts, large head ($3) list, 35%.
Whiffletree Bolts, 35%.
Nuts, square, 2¾c off list.
Nuts, hexagon, 3c off list.
Stove rods, per lb., 6½c.
Stove Bolts, 72½%.
Tire Bolts, 60%.

BORAX

Lump, Crystal Borax, lb.... 0 7¼

BRASS. Per lb.

Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz........ 4 80
3 sections, 5 ft., doz........ 6 00
3 sections, 6 ft., doz........ 7 20

BOILERS (Range).

30-gal. Standard, welded....$7 25
30-gal. Standard, riveted.... 7 30
30-gal. extra heavy 10 50

BOARDS, BAKE. Per doz.

No. 1—18" x 24"............. 6 60
No. 2—18" x 28"............. 7 20
No. 3—20" x 30"............. 7 80

BOARDS (Ironing).

Size 12x60 ins., doz......... 7 20
Size 14x60 ins., doz........ 8 40
Folding, 14x58 ins., doz..... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz.. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60 and 5%.
Paper lined, 60, 10 and 5%.

BOARDS (Wash)	Tin Plate	Zinc
	Per doz.	
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King ...	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced.	....	1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 63
Weighted, 20 lbs., per doz. 16 78
Weighted, 25 lbs., per doz. 20 25

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 50 and 5%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamer cans, 25 and 5%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto..	1 50	1 50
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English ..	17 00	21 00
Fire brick, Mm., low.	23 00	25 00
Fire clay, 2½-lb. tins, doz..		1 25

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.).. 0 22
Cement (in 5 and 10 gals.).. 0 23
Cement (in 2 gals.)......... 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross..	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross...	....	0 20
Carpenter, white, gr..	0 65	....
Carpenter, blue, gr....	0 80	....
Carpenter, red, gr.....	0 80	....

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼, $7.85; 5-16, $6.50; ⅜, $5.75; 7-16, $5.55; ½, $5.35; 9-16, $5.35; ⅝, $5.20; ¾, $5.10; ⅞, $4.95; 1, $4.80.

Electric Weld Coil Chain—BB. 3-16 in., $10.45 per 100 lbs.; ¼ in., $7.15 per 100 lbs.; 5-16 in., $5.65 per 100 lbs.; ⅜ in., $4.60 per 100 lbs.; 7-16 in., $4.60 per 100 lbs.; ½ in., $4.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $12.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in....	41 00	40 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	44 00	43 00
Copper sheet, tinned, 14x60, 14 oz.	46 00	45 00
Copper sheet, planished, 14x60 base.	54 50	53 00
Braziers' in sheets, 6x4 base	43 00	42 00

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR.

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.. 5 50

CRATES.

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES. Montreal

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Alloway's Best" Standard Quality.
IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $10; 200 lbs., $10.25.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 5 25
20x28, double box 10 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 3¼ to 3½c per lb.

DRILLS.

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.

MADE IN CANADA

3 SPECIALS GUARANTEED TO GIVE EXCELLENT SERVICE

IMPERIAL GENUINE — The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

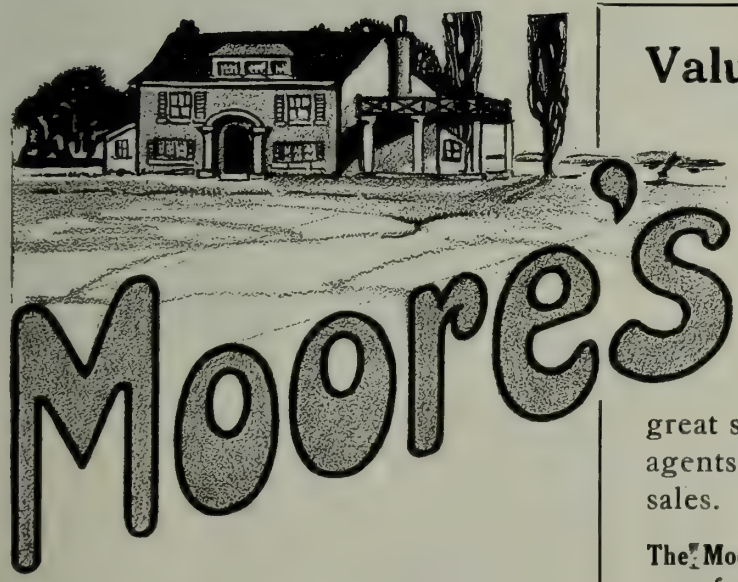
HARRIS HEAVY PRESSURE — For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID — Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



Moore's House Colors

Value that magnetizes the paint trade

Moore's house colors are equal to any good paint in quality and they sell at a comparatively low price.

They are sold and used from Coast to Coast and have proved a great success in any climate. Our dealer agents are enthusiastic over their immense sales.

The Moore line will show you that there's lots of room for expansion in your paint turnover.

WRITE FOR OUR PROPOSITION.

Benjamin Moore and Co., Ltd.
WEST TORONTO, CANADA

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

	Per cent.
Great Western, American	72½
Kearney & Foot, Arcade	72½
J. Barton Smith Eagle	72½
Disston Brand	70
McClellan Globe	72½
Black Diamond	60-7½
Delta Files	72½
Nicholson	72½
Globe	72½
Vulcan Brand	70—10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 32½%; bushings, 65%; flanged unions, 67½%; malleable bushings, 65%; nipples, 72½%; malleable lipped unions, 62½%; plugs, 62%.

London discounts: Malleable, 30 and 5%; bushings, 65%; plugs 60 and 5%; unions, 65%; nipples, 75%.

FIXTURES, STALL.

	Doz.
Hollow and pressed steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE.

	Montreal.
Barrels	0 32
Drums	0 29½
Tank wagon	0 29

	Toronto.
Any quantity, in bbls	32
Drums, 40-gal., per gal	29
Tank wagon	28½

GRINDSTONES.

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 45

Smaller sizes extra.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs.	0 11

HANDLES (WOOD)

	Net
Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith		9 00
Atlas, steel covered	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Steel King Hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices

Heavy	Strap	Tee
4 in., doz. prs.	$1 37	$1 16
5 in., doz. prs.	1 66	1 24
6 in., doz. prs.	1 81	1 38
8 in., doz. prs.	2 46	1 85
10 in., doz. prs.	4 35	3 04
12 in., doz. prs.	5 40	5 00
14 in., doz. prs.	6 16	5 36

London price figured net at 27½%.

Light.		
3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 55	1 91
14 in., doz. prs.	....	2 34

Heavy tee and strap discount, 27½ per cent.

Light tee and strap discount, 57½ per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 50
Over 14 in., per 100 lbs.	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., $4.55 doz

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.40; "Sharp" No. 2 and larger, $1.60; "Sharp" No. 1 and smaller, $1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5 per cent. for full reels, 500 ft.

Cable, 70 per cent.

Leader, 60 and 10 per cent.

HAT AND COAT HOOKS

Coppered wire, 3 in., 60c gross.

IRON AND STEEL

	Montreal	Toronto
Angles base	3 50	3 00
Common bar, per 100 lbs.	2 45	2 90
Refined iron, per 100 lbs.	2 70	2 95
Horseshoe iron, per 100 lbs.	2 70	3 00
Norway iron	6 25	5 20
Mild steel	2 80	3 00
Band steel	2 80	3 00
Sleigh shoe steel	2 80	3 00
Domestic	2 80	2 60
Reeled machinery steel	3 50	3 50
Tire steel	2 90	3 15
Toe calk steel	3 70	3 60
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 17¼	0 17¼
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05½
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, net; Toronto, net.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$12 50
72x30, 26 gauge, case lots	13 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
34 ft. to 44 ft.	18c ft.
46 ft. to 60 ft.	25c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS

Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	5 00
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL)

	Per sq. yd.
26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD.

Trail, 100 lbs., see weekly report.

Lead Wool, 12c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft.	11 00	11 00
Sheets, 3½ lbs. sq. ft.	10 30	10 30
Sheets, 4 to 6 lbs. sq. ft.	10 75	10 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH

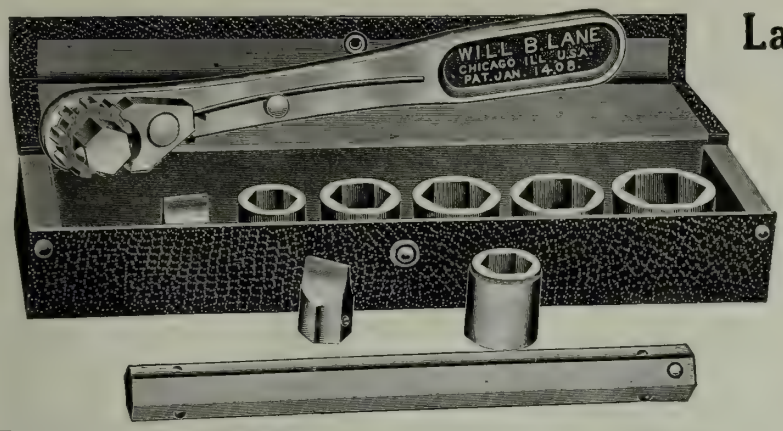
Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Warter Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephenson Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 00
B.T. Ideal Power	7 00
B.T. Ideal Water Motor	12 00
B.T. Cyclone	6 00
B.T. Cyclone Water Motor	12 00
B.T. Vollmar, No. 2	6 00
B.T. Vollmar, No. 3	6 50



Lane's Unique Ratchet Wrench

Machine made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

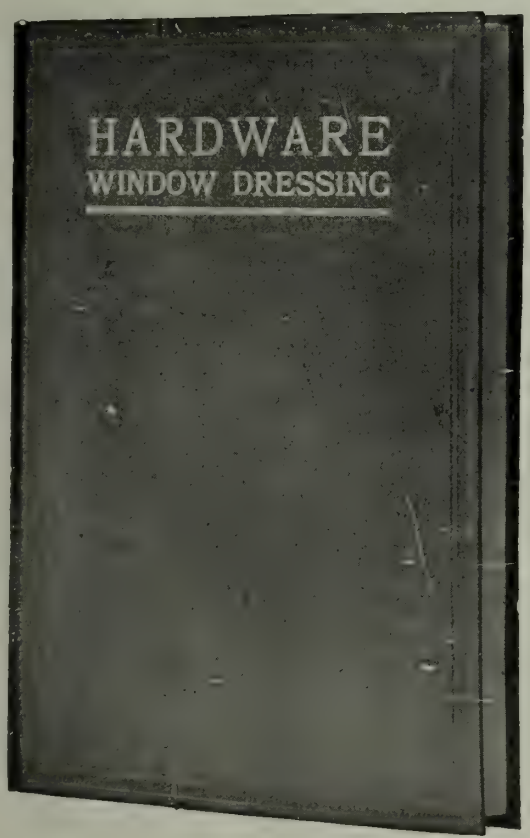
THE FORD SET Contains:
1 Handle 7 inches in length. 2 Screw-driver bits.
1 Extension bar 7 inches in length.
6 Sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.

STANDARD SET Contains:
1 Handle 7 inches in length. 2 Screw-driver bits.
SEVEN Sockets to fit semi-finished Hex. nuts, as follows:
U. S. Standard from ¼ in. to ½ in.
A. L. A. M. Standards from 5-16 in. to 11-16 in.
Cap screw heads from 5-16 in. to ⅝ in.

Write for Prices and Discounts.

WILL B. LANE

180 North Dearborn St., CHICAGO, ILL.



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MALLETS Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES
Victor, each $15 65
Woodyatt, each 7 25

MIRRORS, FRAMED Doz.
Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS
Standard steel wire nails, Toronto, $3.40 base; Montreal. $3.45 base; London, $3.40 base; Collingwood and Owen Sound. $3.45 base.
Cut nails — Montreal, $3.10; Toronto, $3.20; London, $3.10.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.70, Montreal base.
Galvanized roofing nails, $9.

NAILS (HORSE)
M. R. M. cold forged process

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 25
No. 6, 2½	3 00
No. 7, 2 5-16	2 85
No. 8, 2½	2 75
No. 9, 2 11-16	2 65
No. 10, 2⅞	2 55
No. 11, 3 1-16	2 45
No. 12, 3¾	2 48

London, Hamilton, Montreal, Toronto.
Less 10 per cent.

NETTING, POULTRY
Discount 30 p.c. on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING Per rod
Invincible, 1640 .... 0 60
Invincible, 1848 .... 0 66
Invincible, 2060 .... 0 73
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.
Best (American) 16 00
U.S. Navy (American) 15 25
New hemp (English)....... 12 00
U.S. Navy (English)........ 9 50
Plumbers (spun) 6 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 45
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 [illegible]	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS
Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 12¾c lb.
Brass, light, 11c lb.
Zinc, heavy, 15c lb.
Copper, heavy, 20¾c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $13.75 ton.
Wrought iron, No. 2, $9.50 ton.
Stove plate, $9.50 per ton.
Mach. compos., No. 1, 16¼c lb.
Compos. turnings, No. 1, 13½c lb.
Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING (JUTE)
Per Coil Lots
Fine jute, lb. 0 10½
Coarse, sewer, lb. 0 08½

PAPER, ETC.
O.K. Paper, per roll 0 95
Resin sized Fibre, per roll.. 0 14
Per 400 ft. roll
Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Good Luck Brand 0 64
Dry Fibre, Good Luck Brand 0 52
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 35
Sheathing, Shield Brand, tarred 0 43
Sheathing (Surprise) 0 40
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 .... 0 30
Sulphate, Black Cat, tarred. 0 80
Sulphate, Black Cat, dry.... 0 60
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 75
Asbestos Bldg. 3 25
Tarred felt 2 45
Heavy fibre, 32 ft. x 60 ft... 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	4 90	4 4[illegible]
7 lbs., doz.	5 20	4 7[illegible]
7 to 8 lbs., doz.	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 1[illegible]

PINS, COTTER
Cotter pins, 90 p.c. discount.

PINS, CLOTHES
Selected full count Per case
5 gross, 4-in. (loose) ....$0 8[illegible]
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ and ⅜ in.	2 76	4 59
½ in.	3 49	5 40
¾ in.	4 14	6 73
1 in.	6 12	9 95
1¼ in.	8 28	13 46
1½ in.	9 90	16 09
2 in.	13 32	21 65
2½ in.	21 06	34 22
3 in.	27 54	44 75
3½ in.	33 12	53 82
4 in.	39 24	63 77
Lapweld		
2 in.	14 80	23 13
2½ in.	21 65	34 81
3 in.	28 31	45 52
3½ in.	34 04	54 74
4 in.	40 33	64 86
4½ in.	50 80	79 38
5 in.	59 20	92 50
6 in.	76 80	120 00
7 in.	104 72	160 65
8 in.x25 lbs. per ft.	110 00	168 75
8 in.x28 lbs. per ft.	126 72	194 40
9 in.	151 80	232 88
10 in.x32 lbs. per ft	140 80	216 00
10 in.x40 lbs. per ft	181 28	278 10

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 ft. Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ in. and ⅜ in.	2 70	4 53
½ in.	3 40	5 31
¾ in.	4 03	6 61
1 in.	5 95	9 78
1¼ in.	8 05	13 23
1½ in.	9 63	15 81
2 in.	12 95	21 28
2½ in.	20 48	33 64
3 in.	26 78	43 99
3½ in.	32 20	52 90
4 in.	38 15	62 68
Lapweld		
2 in.	$ 14 43	$ 22 76
2½ in.	21 06	34 22
3 in.	27 54	44 75
3½ in.	33 12	53 82
4 in.	39 24	63 77
4½ in.	49 53	78 11
5 in.	57 72	91 02
6 in.	74 88	118 08
7 in.	102 34	158 27
8 in.x25 lbs. per ft.	107 50	166 25
8 in.x28 lbs. per ft.	123 84	191 52
9 in.	148 35	229 43
10 in.x32 lbs. per ft	137 60	212 80
10 in.x40 lbs. per ft	177 16	273 98

Montreal and Eastern List.

PIPE (LEAD)
Lead pipe, $11.50.
Lead waste pipe, $12.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)
Medium and extra heavy pipe up to 6-inch, 65%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)
2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH
Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER
Paris, per bbl. 2 50

PLANES
Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	3 40	3 40
Heads, per 100 lbs.	3 65	3 65
Tank plates, 3-16 in.	3 70	3 70

PLUGS (METAL)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS
B.T. Pump, No. 1, net .....$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS
Iron rivets, blacked and tinned, 55 p.c.
Iron burrs, 55 p.c.
Copper rivets, usual proportion of burrs, add 15 p.c.; burrs, add 30 p.c.
Extras on Coppered Rivets, ½-lb. packages, 1c per lb.; ¼-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll
Tarred felt (7-10-16 oz.)..... 2 60
2 ply R.R. 0 95
3 ply R.R. 1 20
2 ply R.R., complete in roll. 1 45
3 ply R.R., complete in roll. 1 60
Carpet felt 2 75 3 25
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Comet, 1-ply 0 86
Pluvius, 1-ply 1 05
Pluvius, 2-ply 1 40
Compo Certainteed, 1 ply ... 1 40
Dry sheathing, No. 1, 54c; No. 2, 38c; Tarred sheathing, No. 1, 56c; No. 2, 46c; Surprise, 40c; Resin sized, 52c; Heavy straw, dry, $1.95; Heavy straw, tarred, $1.95.
Compo certainteed, 2 ply .. 1 75
Compo certainteed, 3 ply .. 2 10
Excello, 1-ply $1 50
Excello, 2-ply 1 90
Excello, 3-ply 2 25
Jewel, 1-ply 1 00
Jewel, 2-ply 1 30
Jewel, 3-ply 1 60
Liquid roofing cement, per gal., in barrels............ 0 22
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 06¼
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE lb.
Pure Manila basis 21
British Manila basis 17
African hemp basis 17
Sisal basis 13
Single lath yarn basis 13
Double lath yarn 13½
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 13½
Italian rope basis 29
Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.
Cotton rope, 3-16 in......... 0 26
¼ in. and larger 0 25
Sisal Clothes Line.
3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 63
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply, 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft. 2 40

SCALES.
Imperial Standard ....25 p.c.
Champion ....40 p.c.
Steel weigh beams ....20 p.c.
Gurney Standard ....40 p.c.
Fairbanks Standard Scales.25 p.c.
Crown Even Balance ......40 p.c.
Richelieu Union Scale......40 p.c.
Dominion Plates Scales, ..40 p.c.
Net prices on Champion scales are as follows:
Champion, 4-lb., $3, plus 30c $4.50, plus 50c for stamping; Champion 240-lb., $6.60, plus 50c $16.80, plus $1 for stamping; Champion 1200-lb., $19.80, plus $1 for stamping; Champion 2000-lb. $26.40, plus $1 for stamping; Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCRAPERS Doz.
Medium $2 15
Heavy 3 60

SCREWS (MACHINE)
Flat head, iron, 35%; flat and round head, brass, 12½%; Fillister head, iron, 25%; Fillister head, brass, 5%.

SCREWS
Discounts off Standard List
Wood, F. H., bright 85%
Wood, R. H., bright 80%
O. H., bright, 80% off list.
Wood, F. H., brass 0 50
Wood, R. H., brass 0 47½
Wood, F. H., bronze 0 45
Wood, R. H., bronze 0 42½
Drive screws 65 10 10
Set case hardened .. 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	4 00	3 60
12 gauge	4 10	3 70
14 gauge	3 85	3 45
16 gauge	3 95	3 50
18-20 gauge	3 55	3 50
22-24 gauge	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

Re Gauges of Sheets.
In the quotations which follow on sheets, it is advisable to note that Queen's Head, Fleur de Lis, and Gorbal's Best Best, also Colborne Crown are English gauges, while Apollo and Premier are U.S. gauges. American 10¾ oz. is the same as English 28 ga.; American 28 gauge is the same as English 26 ga. The heavier gauges are almost identical, the English sheets running slightly lighter than the U.S. standard.

SHEETS (Case Lots)

Corrugated, galv.	100 lbs.
18 gauge	5 80
20 gauge	5 80
22 gauge	6 00
24 gauge	6 15
26 gauge	6 85
28 gauge	7 15

Discount 10%.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 20
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.90; U.S. No. 28, $6.65; U.S. No. 26, $6.40; 22 and 24 gauge, $6.15; 18 and 20-gauge, $5.95; 16-gauge, $5.75; 14-gauge, $5.55. F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 70
18-20 gauge	5 75	5 80
22-24 gauge	5 85	5 95
26 gauge	5 95	6 10
28 gauge	6 45	6 30
10¾ ozs.	6 75	6 50

Add 25c for less than case lots

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

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THE FINANCIAL POST
OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and hand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enamelled sinks, 16x24, $3.40; 18x30, $3.00.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 49 cents.

SOLDER, BAR.
Guaranteed 0 28½
Strictly 0 26¾
Commercial 0 25

SOLDER, WIPING.
Star extra 0 26½
Easy 0 24½
Acme 0 23½

SPELTER See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 ....$18 00

STAPLES Per cwt.
Montreal Toronto and London
Fence staples, galv., in kegs 4 65
Fence staples, galv., 25 lb. boxes 4 90
Fence staples, bright, in kegs 3 80
Fence staples, bright, in 25-lb. boxes 4 05
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lbfl kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each.. 3 75
Ontario, 4-passenger, each.. 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each....... 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount, 75 and 25%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount 75 and 25%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount, 75 and 25%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round
Size in girth Per 100 feet
8 in. $3.80
10 in. 4.24
12 in. 5.01
15 in. 6.88
18 in. 8.80
12 cents extra for round head.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb.)
600 ft., per lb.) 1916 prices
500 ft., per lb.) not issued.
500 ft., per lb.)
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.

	Montreal	Toronto
5-ply and up	....	0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.
100 ft., 1½ in. 12 70
100 ft., 2 in. 12 10
100 ft., 2¼ in. 13 30
100 ft., 2½ in. 15 50
100 ft., 3 in. 16 05
100 ft., 3½ in. 19 80
100 ft., 4 in. 25 30

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 33
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand. compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, 50 p.c.; No. 0, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60%.
J. M. T. Globe, Angle and Check Valves, 37½%; Standard, 45%.
J. M. T. Radiator Valves, 50%; Standard, 57½; patent quick opening valves, 70%.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, JAPANNED.
Colored, 35%. Coal hods, 30%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, 20%.
English pattern, 20%.
Galvanized washtubs, 20%.
Galvanized coal hods, 12½%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 25 and 5%.
10 qt. flaring sap buckets, 25 and 5%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 25 and 5%.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 35%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $4.15; No. 10, $4.10; No. 11, $4.15; No. 12 and 13, $4.26; No. 13½, $4.36; No. 14, $4.51; No. 15, $4.77; in lengths, 6 feet to 11 feet; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $4.75; No. 19, $5.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, 7-strand, $5.30; No. 18, 6-strand, $3.75; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22 $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. banks, 25c; in ½-lb. banks, 28c; in ¼-lb banks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.50; No. 14, $3.55; No. 15, $3.65.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt Montreal
Barb 4 50
No. 9, coil spring 4 15
No. 9, plain galv. 4 10
No. 12, plain galv. 4 30
No. 13, plain galv.......... 4 35
O. & A., No. 10 .... 3 61
O. & A., No. 11 .... 3 67
O. & A., No. 12 .... 3 73
F.o.b. London: Barb, $3.85; No. 9, gal., $3.50; No. 12, gal., $3.65; No. 13, gal., $3.75; No. 9, coil spring, $3.55.

WIRE ROPE
Galvanized, 1st grade, 6 strands 24 wires, ⅝, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 90
No. 13 .... 4 00
No. 13½ 4 05
No. 14 .... 4 15
No. 15 .... 4 35
No. 16 .... 4 60

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Daisy No. 2 .... 63 00
Dairy No. 1 .... 57 75
Maple Leaf No. 2 .... 51 00
Maple Leaf No. 1 .... 51 00
Sun 42 00
Less 15 per cent.

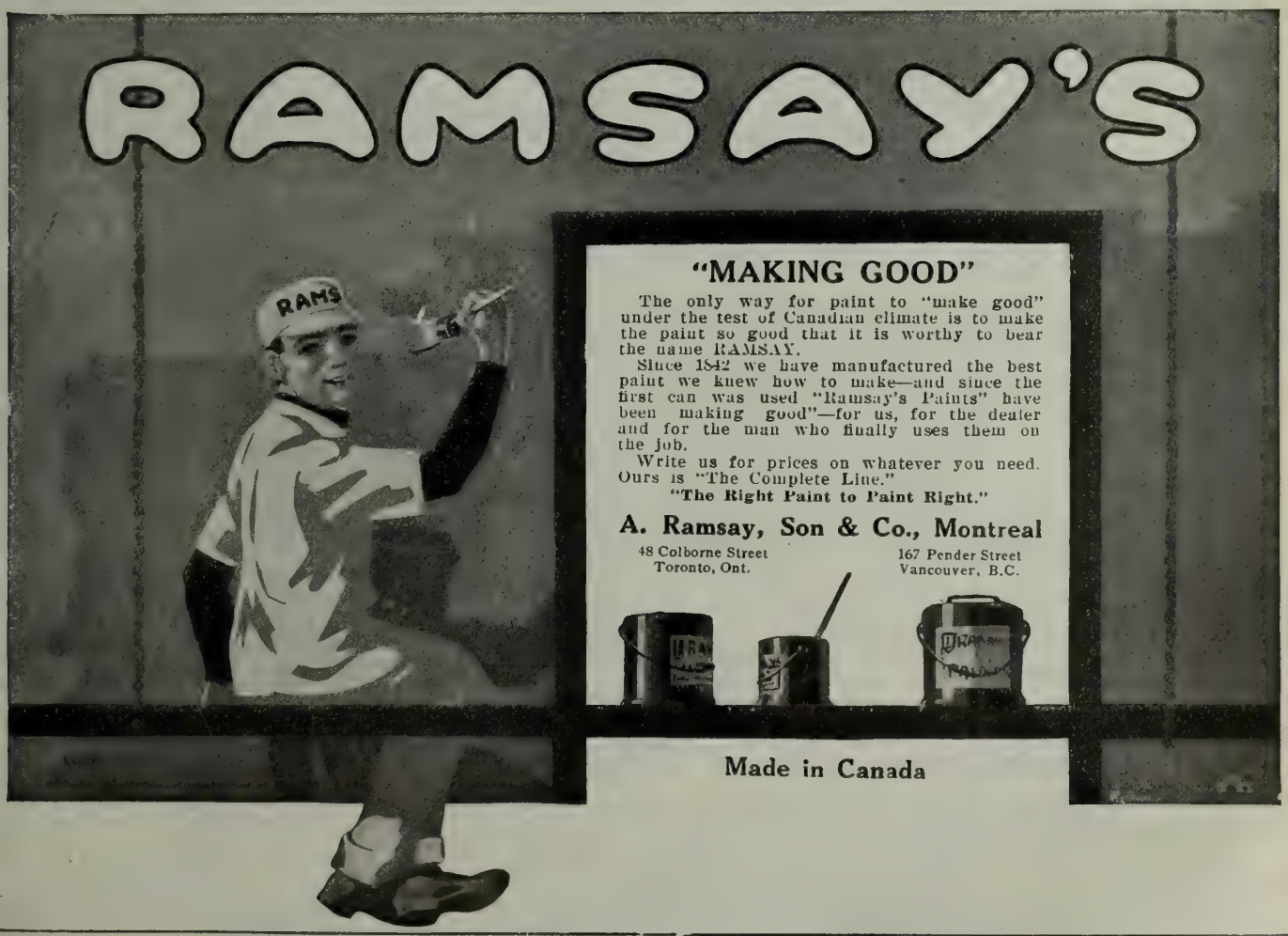
WRENCHES
Trimo, 62½% off list; parts, 60%.

WRINGERS—MOP.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 31	0 31
Part cask	0 31½	0 31½

Dry Colors
Made in Canada
REDS, GREENS, YELLOWS,
BLUES, PARIS GREEN
Attractive both as to Quality and Price.
Made and Sold by
THE
Allan Munro Color Co.,
LIMITED
Montreal


RAMSAY'S
RAMS
"MAKING GOOD"
The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.
Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.
Write us for prices on whatever you need. Ours is "The Complete Line."
"The Right Paint to Paint Right."
A. Ramsay, Son & Co., Montreal
48 Colborne Street
Toronto, Ont.
167 Pender Street
Vancouver, B.C.
Made in Canada

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

Per lb. 0 24

BRONZING POWDER. Per lb.

Gold flora 1 50
French gold leaf 4 00
Coach striping bronze.. 3 50-5 00
Aluminum, pure 2 50
Copper 2 50

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$14 63
Weighted, 20 lbs., doz..... 16 78
Weighted, 25 lbs., doz...... 20 25

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 30
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs... 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 .... 0 02
Drop black, pure dry 0 20
Golden ochre, 100 lb. kegs 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs. 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White ... 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel... 1 90
Jas-per-lac art enamel ... 3 10
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 16
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 18
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS
(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 60
101 to 105		32 60
106 to 110		37 60

Discount 30 and 10 per cent.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 85
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 10 per cent.

GLASS, PLATE.

Montreal:
Country discount, 35% off list, delivered.
City, 35% off list.
City discount, 35% off Toronto
Country discount, 35% off list, delivered.

GLAZERS' POINTS.

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD.

(Ground in oil)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
"Anchor Pure"	$11 55	$11 70
C.P. Co. Decorators Pure	11 55	11 70
Crown and Anchor	11 55	11 70
Elephant Genuine	11 85	12 00
Green Seal	11 55	11 70
Moore's Pure White Lead	11 55	11 70
O.P.W. English	11 80	11 95
O.P.W. Decorators Pure	11 55	11 70
Painters' Perfect	11 10	11 25
Ramsay's Pure Lead	11 55	11 70
Tiger Pure	11 55	11 70
Dark Colored	0 06	

Less than ton lots, 30c per cwt. higher.

Brandram's B B. Genuine, $12.85 Montreal and $13.00 Toronto in less than ton lots. Ton lots less 5%.

James Genuine, $13.35 less than ton lots. Ton lots less 5%.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	10 50	11 00
Genuine, 100-pound kegs, per cwt.	10 87½	11 50
Less quantity	0 13	

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1 lb. pkgs.		
2 lb. pkgs.		
5 lb. pkgs.		
25 lb. pkgs.	Prices temporarily withdrawn	
100 lb. pkgs.		
200 lb. pkgs.		
300 lb. pkgs.		
00 lb. pkgs.		

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

Per gallon (in quarts)

Brandram-Henderson's "English" $2 30
Benjamin Moore's "Egyptian" Brand 1 45
Canada Paint Co.'s Pure.... 2 45
Elephant 2 15
Fresco Tone 2 20
High Standard, White 2 45
High Standard, Colors 2 50
Jamieson's Crown and Anchor 2 00
Jamieson's Island City 2 05
Martin Senour 100% Pure... 2 20
Minerva 2 20
Mellotone, gal. 2 20
Lowe Bros. Hard Drying Floor, gal. 2 05
Moore House Colors 1 85
O.P.W. Canada Brand, Pure 2 00
O.P.W. Canada Brand, Floor 1 90
O.P.W. Canada Brand, Flat Wall 2 10
Ramsay's Pure 2 10
Ramsay's Thistle 1 60-1 70
Stephens' House Paint (Wpg.) 2 35
Stephens' Floor Paint (Wpg.) 2 15
Senour's Floor Paint 2 10
Senour's Porch Paint 2 30
Sherwin-Williams 2 30
Flat tone 2 20

PARIS GREEN

	C.P. Co.	Bergers
600-lb. barrels	38¾	39¼
250-lb. kegs	39	39¾
100-lb. drums	40	40¾
50-lb. drums	40	40¾
25-lb. drums	40¼	41
1-lb. pack., 100 case.	42¼	43
½-lb. pack., 100 case	44¼	45
1-lb. tins, 100 case..	43¼	44

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER.

Per bbl. 2 50

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER. Pound.

1 lb. cans 0 11
2 lb. cans 0 11
5 lb. cans 0 09
10 lb. cans 0 08½
25 lb. cans 0 08
100 lb. kegs 0 07
¼ Barrels 0 06½
Barrels 0 06

PUTTY.

Standard

	Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums..	2 85	2 95
Bladders, in bbls....	3 15	3 25

Pure Putty, 70c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz...... 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75
O.P.W. Presto 2 25

TURPENTINE.

Montreal Toronto
See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros....$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 30
Sun Varnish Stains 2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 26
C. P. Co.'s Sun Varnish ... 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30

PAINTS, PREPARED.

"Dreadnought" spar varnish 2 30
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite floor finish 2 25
Jas-per-ite exterior finishing. 2 25
Jas-per-ite pale hard oil ... 1 60
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry white 4 50
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var ... 2 30
No. 1 Furniture Varnish.... 1 25
Pure White Shellac Varnish 1 90
Pure Orange Shellac Varnish 1 75
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Watproof Floor Finish 2 50
Sun-Spar Varnish 4 00
C P W Sun Varnish........ 2 25

WATER PAINTS.

Opalite, 300 lb. bbls...... 0 12
Opalite, 100 lb. kegs...... 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg. 0 35
Coralite, 5-lb. pkgs. 0 04

WASTE (POLISHING).

Cream 0 16½

WASTE, WHITE WIPING.

XXX Extra 0 15¼
X Grand 0 14¼
XLCR 0 13¼
X Empire 0 12¼
X Press 0 11¼

WASTE, COLORED WIPING.

Fancy 0 10½
Lion 0 09½
Standard 0 08¾
Popular 0 07¾
Keen 0 06¾

WASTE, WOOL PACKING.

Arrow 0 20
Axle 0 15
Anvil 0 11
Anchor 0 09

WIPERS, WASHED COTTON.

Select White 0 09
Mixed Colored 0 07
Dark Colored 0 06

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax 0 30
Ronuk Floor Wax, lb..... 0 65
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 41
Johnsons 0 41

WHITING.

Paris white 1 50
Plain, in bbls. 1 25
Gilders, bolted, in bbls..... 1 40
Per 100 lbs.

WOOD ALCOHOL Per gal.

In gallons $1 25
Barrels 0 87
$4 extra for barrels.

When Your Customers Ask for Varnish

Sell Them

UNIVERNISH

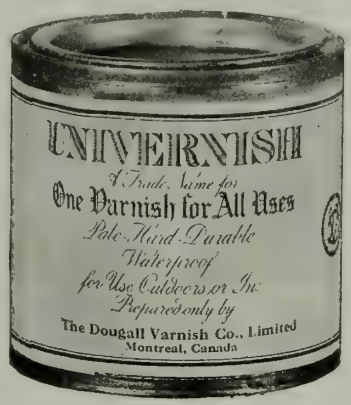
No matter for what purpose it is required, Univernish will give entire satisfaction.

Hot water won't hurt it.

Wind and rain do not injure it.

On floors, furniture won't scratch it, and it will not show heel-marks.

For boats it is ideal—it will not turn white.



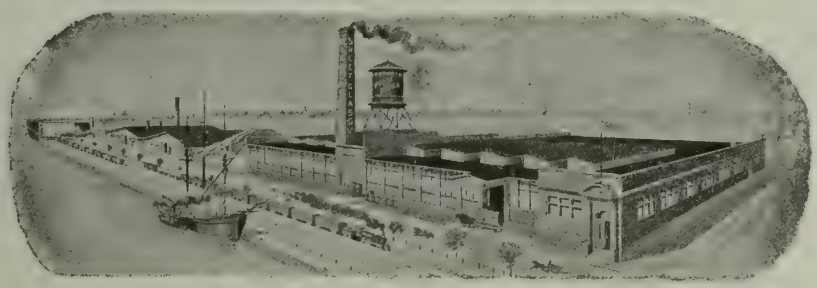
For indoors or outdoors, floors and woodwork, boats and automobiles, carriages and pianos.

For any job and every job, Univernish will do the work, and do it well.

Packed in handsomely decorated boxes of twelve quarter pints, to retail at 25c each.
Also in ali the regular larger sizes.

THE DOUGALL VARNISH CO., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 9 00
Shot, soft, per cwt., $13.00; chilled, $14.50; buckshot, $13.80; ball, $14.20.

ANVILS.
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
Standard, 50 and 5% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BLUE STONE
Vitrol, 10c lb.

BOLTS.
Carriage, ⅜ and smaller, 42½%; 7-16 and larger, 27½%; machine, ⅜ and under, 42½%; 7-16 and over, 32½%; machine set screws, 55%; plough bolts, 32½%; nuts, small lots, net list; case lots, 2½½c per lb. off; stove bolts, 70%; sleigh shoe bolts to ⅜, 32½%; 7-16 and up, 27½%.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25. 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50;' ⅝, $4.40; ¾ $4.25. Logging. 5-16, 6¼c; ⅜, 5¼c; tie out, 75%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 6½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper. 46c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 50c base.

DRILLS.
Bit stock, 55 per cent.; Blacksmith, ½ in., round shank, 47½%
Eavestrough, 8", per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

FORMALDEHYDE
400-lb. bbls., 14½c lb.; 125-lb. kegs, 15½c lb.; 10-lb. jugs, $1.85 each; 24-oz. bottles, $3.85 doz.; 12-oz. bottles, $2 doz.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 57½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 55%.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng...	6 75	6 75
28 Am. or 26 Eng....	6 50	6 50
26 Am. or 26 spec...	6 20	6 20
24 Am. and Eng....	5 80	5 80
22 Am. and Eng.....	5 70	5 70
18 20 Am. and Eng..	5 50	5 50
16 Am. and Eng....	5 35	5 35

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $10.90, $11.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.05; boiled, per gal., $1.08.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.45 base; Winnipeg, $3.85 base. Cut, f.o.b. Winnipeg, $4.

NAILS, HORSE.
Capewell, 10 per cent. off list

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square, small lots, 1c advance over list; case lots, net list. Hexagon, small lots, ¼c advance over list; case lots, ¾c off list.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $5.18; ⅜, $5.27; ½, $6.17; ¾, $7.65; 1, $11.30; 1¼, $15.30; 1½, $18.32; 2, $24.62; 2½ $38.93; 3, $50.94.

IRON PIPE
Black, ¼, $3.15; ⅜, $3.24; ½, $4.05; ¾, $4.86; 1, $7.11; 1¼, $9.68; 1½, $11.57; 2, $15.57; 2½, $24.57; 3, $32.13; 3½, $38.70; 4, $45.90; 4½, $56.70; 5, $66.60; 6, $86.40.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb.; less, 46½c lb.

PLASTER. Paris, per bbl., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt........	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 50 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 75 and 5%; flat head, 80 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.	
10-12 gauge	4 05
14-16 gauge	4 00
17-24 gauge	4 25
26 gauge	4 35
28 gauge	4 50

SHOVELS AND SPADES
Shovels (polished) Fox and Olds $7.70; Bulldog and Jones, $9.05; Black, 50c. per doz. less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $9.25; No. 8, $9.85; No. 10, $10.40. Jones socket scoops, Moose Scoops, No. 6, $10.12; No. 8, $10.65; No. 10, $11.17.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.50 at Fort William; $3.90 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $4.05; 17 to 24 gauge, $4.25; 26 gauge, $4.35; 28 gauge, $4.50.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	11 75
20 x 28 I.X.	14 00
Terne Plates	9 7[illegible]

TURPENTINE
Per gal., barrel lots, 90c.

VISES
Peter Wright's solid box vises 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.

WARES
Galvanized, heavy, 25, 12½%

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $11.90; ton lots, $12.30.

WIRE, BARB
Lyman 4-point, $3.40 f.o.b. Fort William, $3.65 Winnipeg; Glidden Cattle, 2 pt., $3.25 Fort William, $3.50 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $3.20 Fort William, $3.45 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9 Fort William, $3.65; Winnipeg, $3.95; coil spring, No. 12, Fort William, $3.85; Winnipeg, $4.15; No. 9, $3.60 Fort William, $3.90 Winnipeg. Plain galvanized, No. 12, $3.80 Fort William, $4.10 Winnipeg
Patented screen in 100-ft. rolls $2 per hundred sq. feet; in 50-ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.60 Winnipeg; $4.20 Fort William.
Brass snare wire, per lb., 45c

WIRE, ANNEALED
0-9, $4; 10, $4.06; 11, $4.12; 12, $4.20; 13, $4.40; 14, $4.30; 15, $4.55; 16, $4.70.

WIRE (STOVEPIPE)
18 and 19 gauge, 6¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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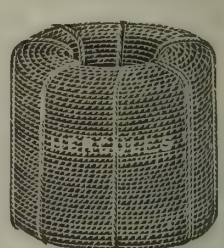

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Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Eureka Planter Co., Ltd., Woodstock, Ont.

Clamps, Rack
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Crescent Mfg. Co., New York, N.Y.

Clocks
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Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Clothes Driers
Cummer-Dowswell, Ltd., Hamilton.
Eureka Planter Co., Ltd., Woodstock, Ont.
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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R. Bird & Co., Crewkerne, Eng.
Hamilton Cotton Co., Hamilton, Ont.

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Doust Specialty Co., Toronto.

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Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Landers, Frary & Clark, New Britain.

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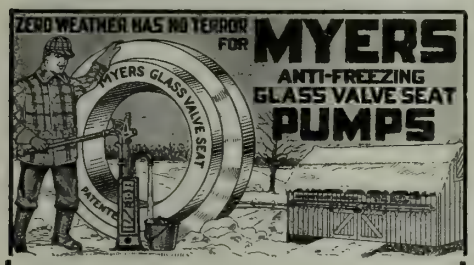

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Do so to-day—next week every minute of your spare time will count for you in cash.

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There is a good demand for a reliable, inexpensive Sprayer. Meet this demand and give your customers that come-back satisfaction. You can do this with the

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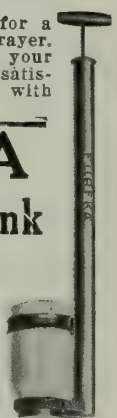

The receptacle of this Sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover. The pump cylinder is made from L. X. tin and is considerably longer than the ordinary glass tank Sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service. This Sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock. Our prices are in your favor and our quality pleases customers. Let us send you our descriptive catalogue. Write—

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Hamilton Cotton Co., Hamilton.

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Eureka Planter Co., Ltd., Woodstock, Ont.

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Wheeler & Bain, Toronto.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Cushman Motor Works, Winnipeg, Man.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
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Frost Wire Fence Co., Hamilton.
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Delta Fire Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

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Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
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The Steel Co. of Canada, Ltd., Hamilton.
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Schultz Bros. Co., Ltd., Brantford, Ont.
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The Andrew B. Hendryx Co., New Haven, Conn.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

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Universal Sales Co., Montreal.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

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R. Bird & Co., Crewkerne, Eng.

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North Bros. Mfg. Co., Philadelphia.

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The Steel Co. of Canada, Ltd., Hamilton.

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Stratford Mfg. Co., Ltd., Stratford.

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Berry Bros., Walkerville, Ont.
W. R. Bate & Co., Toronto.
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Stratford Mfg. Co., Stratford, Ont.

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F. E. Myers & Bro., Ashland, Ohio
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Stratford, Ont.

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Turpentine Producers Agency, Toronto.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winipeg, Man.

Lockers
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—HARDWARE CLERK WITH FOUR or five years' experience, to act as city traveller. Must be good salesman, and good personality. Give references and state salary needed. Apply Peart Bros. Hardware Co., Regina, Sask. (12)

WANTED—A GOOD SALESMAN CALLING on hardware dealers and painters, also a good railroad salesman, to take a well-known paint specialty line on commission. All enquiries treated confidential. Apply Box 260, Hardware and Metal. (tf)

WANTED—TINSMITHING BUSINESS, CARrying stoves, granite and tinware. Stock not to be over $600. Western Ontario preferred. Address Box 725B, Forest, Ont. (11)

HARDWARE DEALERS — SEND YOUR leaky automobile radiators to us. We specialize on radiator repairs; prompt service. Burrowes Mfg. Co., Toronto.

WANTED — POSITION AS HARDWARE clerk, with Western experience; steady employment. Can furnish best of references. Box 253, Hardware and Metal. (14)

LIVE HARDWAREMAN USED TO MANAGing and buying, thirteen years' experience in farm and high-class hardware. Open for engagement now or in spring. Box 262, Hardware and Metal. (12)

HARDWARE SALESMAN (MARRIED), with ten years' experience as salesman and manager, desires position with either wholesale or retail firm; references if required. State salary paid. Apply Box 264, Hardware and Metal. (11)

FOR SALE

FOR SALE — FIRST-CLASS HARDWARE and stove business in good manufacturing town, with all factories busy. This stock is all in first-class shape and all bought at the old prices; will run about $5,000. This is a money-maker and worth investigating. Box 263, Hardware and Metal. (12)

FOR SALE — HARDWARE BUSINESS IN southern Saskatchewan, on Soo line. Best wheat growing district. Town having five elevators and large trading territory. Present owner wishes to leave for family reasons. Apply to Box 248, Hardware and Metal. (12)

HARDWARE AND TINSMITHING BUSIness in central B.C. Five to twelve thousand dollars will handle. Good reasons for selling. Apply Box 261, Hardware and Metal. (12)

MISCELLANEOUS

WAREHOUSE SPACE TO LET.—WE ARE prepared to rent space, warehouse or forward goods for any manufacturer or commission firm at reasonable charges. Merchants Hardware Specialties, Limited, Box 597, Calgary.

BARGAINS IN PAINTS—A LARGE STOCK of mixed paints, varnish stains, oil stains, colors in oil, enamels, etc., offered in lots to suit, at lower than manufacturers prices, on account of labels and tins slightly rusted and soiled. Fine for advertising job lots or bargains. List on application. J. R. Walker & Co., Montreal. (11)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

ESTIMATING. BY EDWARD NICHOLS, Architect. 128 pp., 22 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price, postage paid, $1.00. MacLean Publishing Co., Ltd., 143-153 University Ave., Toronto.

Now is the Time to Feature the

SWEEPER-VAC.

Housecleaning season is approaching, and the opportunity for good sales is at hand. Feature the Sweeper-Vac. A demonstration means a sale, and a sale means a profit worth while.

Write for Full Particulars

Frothingham & Workman, Limited

Montreal

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If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

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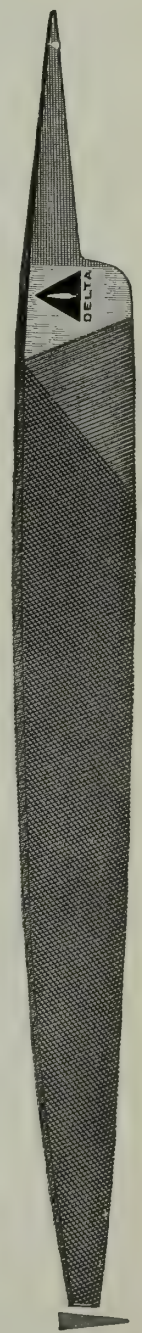
remove metal quickly for the user and move stock quickly for the dealer.



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ALL LEADING JOBBERS

CLASSIFIED LISTS OF ADVERTISEMENTS

Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display.
R. M. Bowser & Son, Renfrew, Pa.

Ranges
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Razors
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wolstenholm & Son, Sheffield, Eng.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.

Roofing
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Roofers Supply Co., Ltd., Toronto.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Doors and Windows
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wolstenholm & Sons, Sheffield, Eng.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto. Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works London, Ont.

Shock Absorbers
Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware
Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.

Spark Plugs
Henricks Magneto & Electric Co., Indianapolis, Ind.
Interstate Electric Novelty Co., Toronto.

Splicing Compound
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain. Conn.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton. Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford. Ont.
Stratford Mfg. Co., Ltd., Stratford. Ont.

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport dwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Ltd., Toronto.

Tinware
Soren Bros., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Tools
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greensfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio.

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Sweeper Vac. Limited, Montreal.

Varnishes; See Paints
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ottawa.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg

Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

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HEADQUARTERS FOR
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Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
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FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE
Every Pound Guaranteed.
Tallman Brass & Metal Co.
HAMILTON, ONT.

BOLTS
Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**
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Hardwaremen, Increase Your Sales
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DENNIS-LONDON ORNAMENTAL IRON — **Iron Stairs, Fire Escapes, Coal Chutes, Doors, Gratings, Grills, Window Guards, Wire Screens. Fence, Mats, Baskets, Etc.**
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Avoid imitations of our
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By seeing that this exact mark is on each blade
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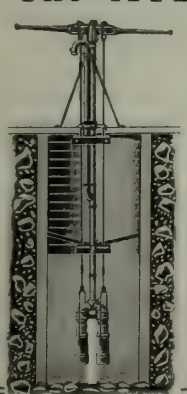
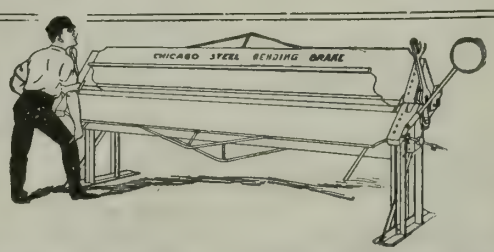
The AYLMER Double-Cylinder
Double-Acting Force Pump.

This is the only pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.
Easy working. Always primed. Never freezes.
Will force the water any distance and to any elevation required with ease. In case of fire it has no equal.
The pumps you will eventually handle. Why not now?
Easy to sell.
Aylmer Pump & Scale Co., Ltd.
Aylmer, Ontario



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in U. S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

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Vises
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North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

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Adamson Mfg. Co., Hamilton.

Wall Plaster
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Wm. Cane & Sons Co,, Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

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Cummer-Dowswell Ltd., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer To., Toronto.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer To., Toronto.
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Waste Baskets
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Water Bowls for Animals
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Water Bowls
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Well Curbing
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G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
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Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
The Maytag Co., Ltd., Winnipeg.
The Nineteen Hundred Washer Co., Toronto.
Walter Woods & Co., Hamilton.

A STRAIGHT TALK FROM THE MANAGER

No. 35

Next week you will receive your copy of Hardware and Metal's Annual Spring Number, and when you have read it, you will agree that it is the most practical issue ever turned out by a Canadian trade paper.

The list of Editorial Contents which has just been placed before me shows that the Editors have gathered a wonderfully interesting and instructive lot of articles for this number.

They are the kind of articles you will want to look up many times during the next few months. So we are inserting a cord in the upper left-hand corner that you may hang your copy on a convenient nail or hook, right beside your desk.

But the most meat in the whole issue you will find in the advertising pages. It will mean money in your pocket to read them, not once or twice, but very often during the Spring and Summer months.

J. G. L.

"This gun does what I have read that other guns would do, but they all failed me in the test, until I bought this gun of yours (Ross .280 High Velocity) . . . But when that Ross bullet struck them, they crumpled like a house of cards. Every one hit fell dead in his tracks. . . . . I intend spending the balance of my life hunting and unless someone invents a better gun I shall always use the Ross."

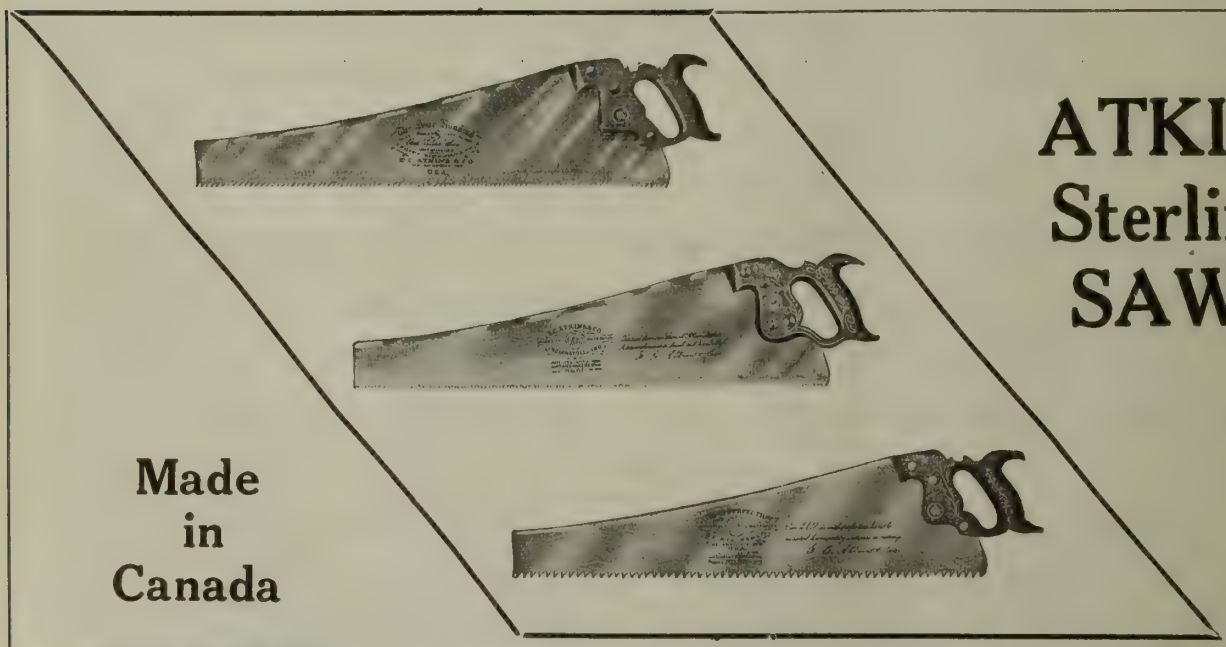
RALPH EDMUNDS,
Lawyer,
Idaho Falls, Idaho

The above extract speaks for itself, and points out a few of the causes of the great popularity enjoyed by the Ross .280 High Velocity.

The Ross .303 Sporting Models and the Ross .22 Cadet Rifle are both in great demand. The .303 Sporting uses the easily obtainable .303 British Ammunition and is a reliable, accurate and hard-hitting weapon.

For catalogue, discounts, etc., address

ROSS RIFLE COMPANY - Quebec



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Made in Canada

GUARANTEED to give perfect satisfaction—or "your money back." The most profitable Saws in the world. Insure your Saw business by selling Saws which give satisfaction. The most liberal selling and advertisng helps are yours for the asking.

Write for our booklet "Pointers on Selling Saws." It's free. Send for our Saw Proposition "H.M." Write to the nearest address below.

E. C. ATKINS & CO.

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

SHEET COPPER

STOCK OR IMPORT

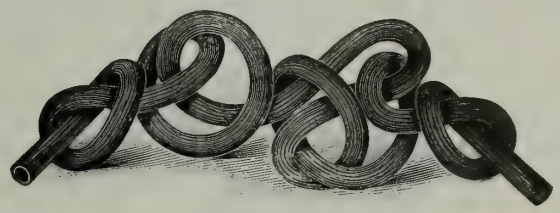
Reasonable Price *Prompt Service*

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

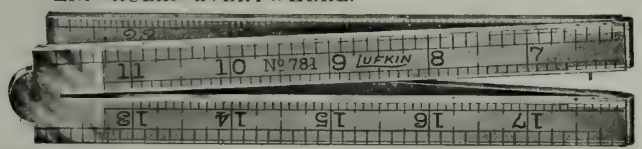
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

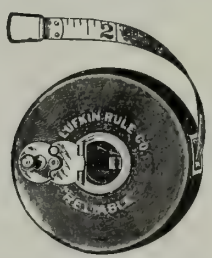
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.



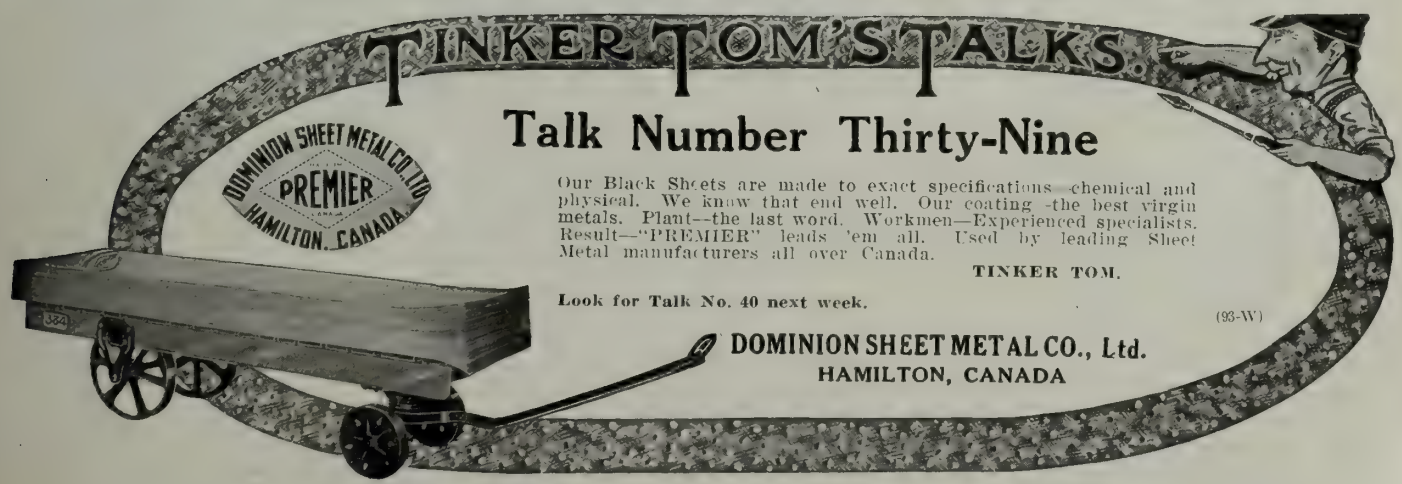


Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk Number Thirty-Nine

Our Black Sheets are made to exact specifications—chemical and physical. We know that end well. Our coating—the best virgin metals. Plant—the last word. Workmen—Experienced specialists. Result—"PREMIER" leads 'em all. Used by leading Sheet Metal manufacturers all over Canada.

TINKER TOM.

Look for Talk No. 40 next week.

(93-W)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

QUALITY FORGINGS.

High-grade forgings require high-grade material, up-to-date equipment, skilled workmen, plus **service**—a sales department doing its utmost to satisfy the requirements of the most particular buyers.

We have them all and are ready to supply your demands for quality goods **promptly** on receipt of your order.

Let us quote you on any kind of forgings you may require. Our prices are low for guaranteed, quality goods.

McKinnon Dash Company
ST. CATHARINES, ONT.

McKINNON ELECTRIC-WELDED CHAIN

Prompt Shipments

Sold by Jobbers

"QUALITY"

McKinnon Chain Co. first manufactured and introduced Electric-Welded Chain in Canada. By reason of the care exercised in selection of material and in manufacture, McKinnon Swell-Weld Chain now enjoys a "Quality" reputation from coast to coast.

FULLY GUARANTEED

Ask for McKinnon Chain

Costs No More

Made in Canada

McKINNON CHAIN CO.

Sales Office and Factory - - ST. CATHARINES, ONT.

HARDWARE AND METAL

Vol. XXVIII No. 12

CANADA

ANNUAL SPRING NUMBER

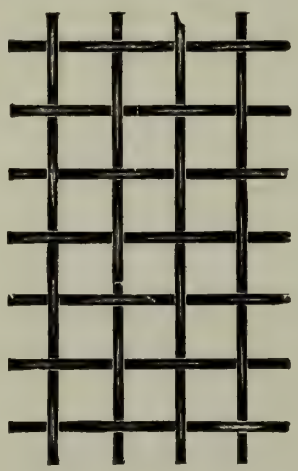
The MacLean Publishing Company, Limited

Publication Office: Toronto

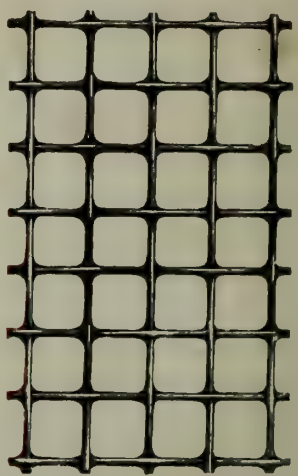
Montreal Winnipeg New York Boston Chicago London, Eng.

Write for Sample
The B. Greening Wire Co. Limited
Hamilton Canada.

SAND SCREEN CLOTH



REGALVANIZED CLOTH



WIRE ROPE

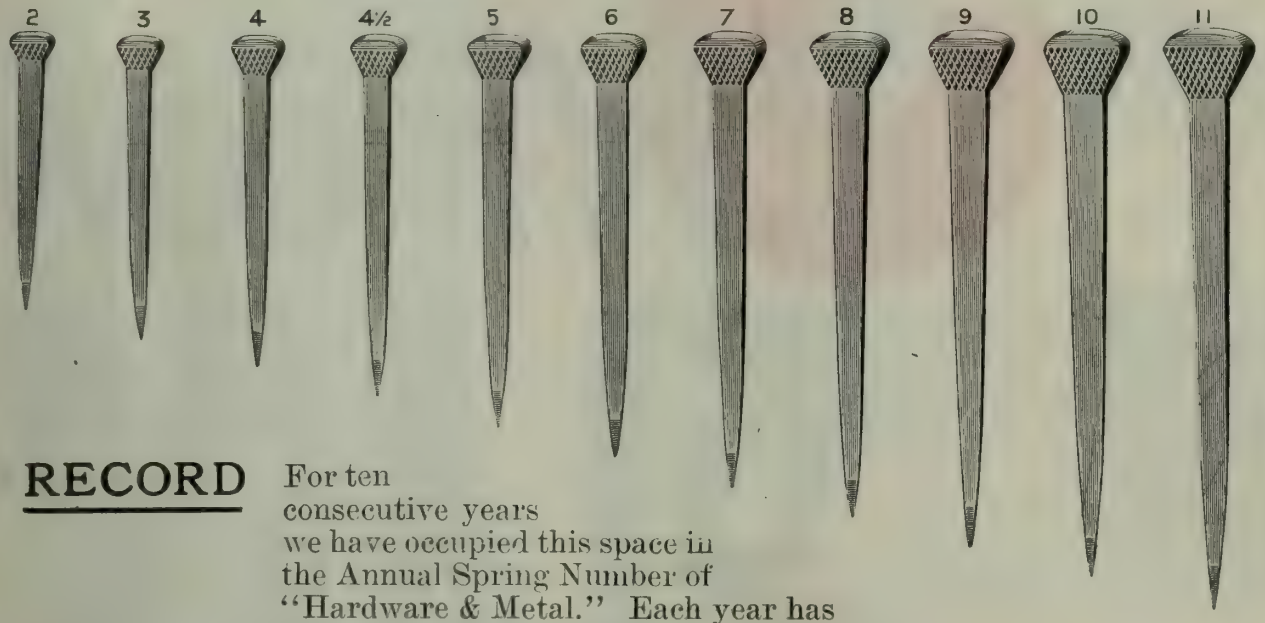
TIE OUT CHAINS

DOG CHAINS

CAPEWELL

HORSE NAILS

The best made anywhere, and the fastest and most satisfactory blacksmiths' selling line of any on the market.



RECORD For ten consecutive years we have occupied this space in the Annual Spring Number of "Hardware & Metal." Each year has shown a steady and gratifying increase in our business and our sales for 1916 will be greater than ever.

CAUSE This we owe to the uniform excellence of **CAPEWELL HORSE NAILS,** to the loyalty of our customers, to the care we have taken of our business and to the **IDEAL** we have consistently followed of rendering complete satisfaction to horseshoers, retailers and jobbers.

EFFECT With the best equipped plant in the Dominion, to which we are constantly adding, we propose to produce **CAPEWELL HORSE NAILS** in ever-increasing quantities, confident that they will be readily marketed by their incontestable superiority, by the unabated energy which has characterized this Company and by the all-round satisfaction in our line of the hardware trade generally.

THE CAPEWELL HORSE NAIL CO.

ST. JOHN MONTREAL TORONTO WINNIPEG VANCOUVER

1916 Calendar and Catalogue free on request.

Red S Brand Window GLASS

Plate, Figured, Stained, Wired

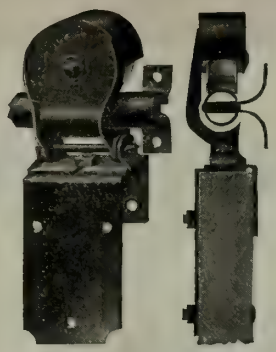
Ornamental Mirror and Bent

SPECIAL PRICES FOR CARLOADS
ALSO FOR
QUANTITIES FROM STOCK

PROMPT DELIVERIES

Glass Benders and Mirror Makers To The Trade

The Toronto Plate Glass Importing Co., Ltd.
TORONTO, ONT.



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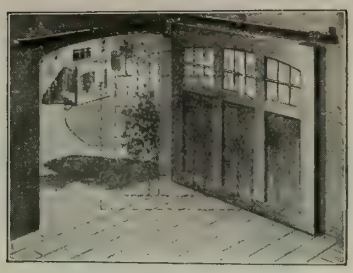
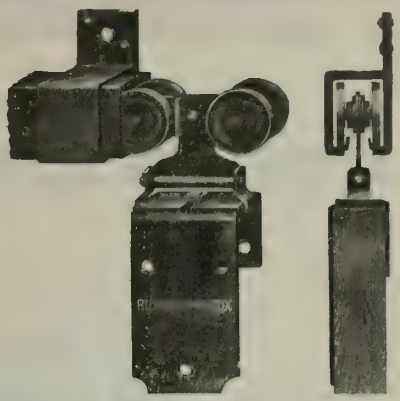
Best Round Track Hanger



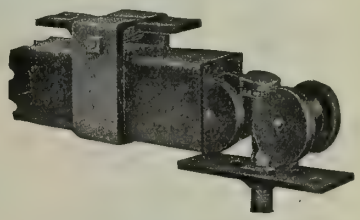
No. 235 Angle Hangers
Fine for Garage Doors



No. 321 Champion Trolley Hanger.
None so good

ROYAL TROLLEY
House Door Hanger

FIRE DOOR HARDWARE
All Kinds—Complete Line



TROLLEY HANGERS
For Folding Doors

JOIST HANGERS

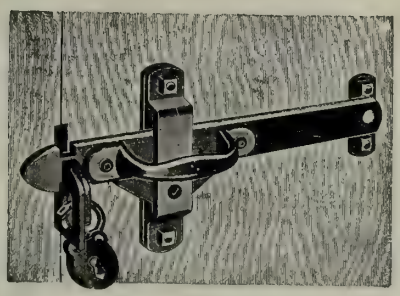
PARALLEL DOORS
For Garage, Drive Barn, etc.

STORE LADDERS
All Kinds

"A Hanger for Any door that Slides"

TUBULAR FRAME
GRINDSTONES

R-W
Brick
Drills



No. 152 MONARCH LATCH
For Swing or Slide Doors

All-Steel
Wagon Jacks

015 RURAL
Power Grindstone

"The Hanger People"

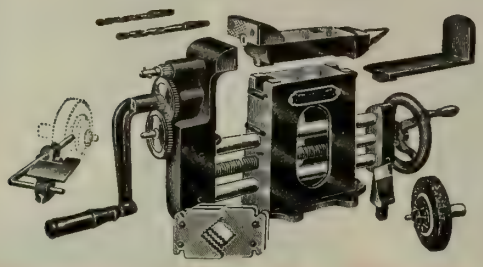
No. 501
TIRE SAVER
and Storage Jack

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

No. 240
WIRE
STRETCH-
ERS

Profitable Sellers the Year Round



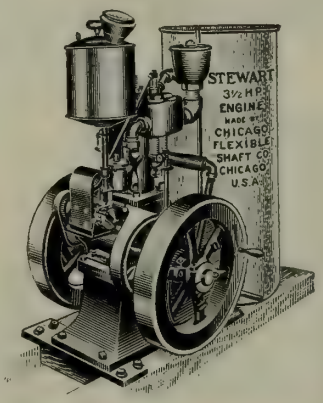
Stewart Handy Worker

The most substantial and practical of combined tools. Never fails to please the purchaser and shows you a substantial profit.

It Comprises:

A strong and powerful steel-faced vise, up to 4½ inches. Width of jaw, 4 inches. Cutting hardie. Steel pipe vise takes up to 1½ inch pipe. Drill press which may be operated at two speeds. Good-sized anvil. Corundum grinding wheel, 5 inches x 1 inch. Three speeds: direct, 4 to 1 and 16 to 1.

Weighs boxed, 90 pounds, and sells to the user, complete with all attachments, at **$14.00.** From your jobber or direct.



Stewart Small Engines

Made only in ½, 2 and 3 h.p. sizes.

Superior design, material, workmanship and finish.

Most economical of fuel—gasoline.

To one dealer in each locality we offer an exclusive agency that means much in sales and profits. Write us.

Stewart Grinding and Drilling Machine

This portable Grinding and Drilling Machine is valuable to farmers, garages, etc.

With it farmers can grind discs quickly and easily without removing the discs from the implement.

The drill attachment, taking any square shanked drill up to ½ inch, is exceptionally handy for drilling holes in metal pieces.

A very practical outfit that will sell at all seasons.

Boxed, complete, 45 pounds. To the user at only **$14.25.**

From your jobber or direct. Write for special circular and discounts.

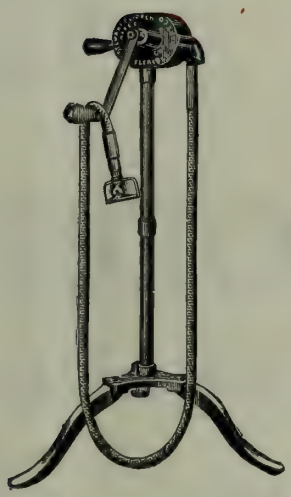
Chicago Flexible Shaft Company

608 North La Salle Street, Chicago

If interested, tear out this page and keep with letters to be answered.

Two Profitable Spring Lines

Stewart Horse Clipping Machines



Don't overlook this profitable line. Time now to get the spring stock in. All jobbers have Stewart Machines. No advance in prices at present.

The machine shown above, Stewart No. 1 (Ball Bearing) to the user at $9.25, shows you a good profit and sells splendidly.

Stewart Sheep Shearing Machines

If there are sheep owners in your community, you can profitably handle **Stewart Shearing Machines.** Complete hand-operated machines with three extra sets of cutting plates, from $12.00 up.

Wool is high, every ounce counts, and the only way to take all off that should come off, evenly and quickly, is with a Stewart Machine.

Order in a few machines NOW.

Chicago Flexible Shaft Company

608 North La Salle Street, Chicago

If interested, tear out this page and keep with letters to be answered.

"Reliability in Rubber"

RUBBER GOODS
FOR THE HARDWARE TRADE

We make Hose of all kinds, Packings to suit every requirement, Belting for all purposes, Force Cups and Plumbers' Supplies, Tubing, Valves, Valve Discs, Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Automobile, Carriage and Truck Tires, Etc., Etc.

Send For Catalogue

Gutta Percha & Rubber, Limited

TORONTO MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA
SASKATOON CALGARY EDMONTON VANCOUVER

SYDNEY, MELBOURNE and PERTH: AUSTRALIA

SAMSON
BASEBALL GOODS

Sold by good merchants because they are eager to give their customers the utmost satisfaction.

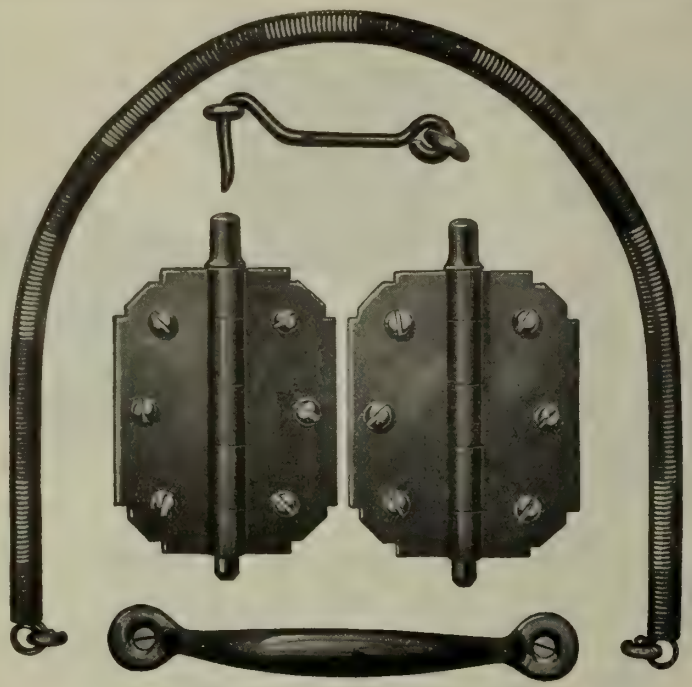
ABSOLUTELY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

When writing advertisers please mention Hardware and Metal.



No. 175 SCREEN DOOR SET

Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

THE REMEDY FOR POTATO DISEASE

STRAWSONITE

(Regd. Trade Mark)

Bordeaux Mixture Contains 24-25% Metallic Copper and is the genuine original material for **Potato Spraying**

This material has the advantage that it can be used either for wet or dry spraying (the latter being considered preferable) and for Fungus Diseases in Tomatoes, Strawberries, Celery, Hops, Roses, Vegetables, Carrots, Cucumbers, Vines, and Fruit Trees (Apples, Pears, Plums, etc.)

Packed in 10, 20, 40 and 100 lb. bags and casks.

Sulphate of Copper for Charlock Spraying

(Anchor Brand) 98-99%.

For full particulars, leaflets and prices, apply to the original manufacturers

SPENCER CHAPMAN & MESSEL, LIMITED

With which is amalgamated WM. PEARCE & SONS, LIMITED

36 MARK LANE, Telegrams: "Hydrochloric Fen, London." **LONDON, ENGLAND**

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"Success" Refrigerators

"The most perfect ALL-STEEL Refrigerator made"

LEWIS BROS. LIMITED, MONTREAL
CANADIAN DISTRIBUTORS

Absolutely sanitary, air-tight walls, constructed on the principle of a vacuum bottle.

Made entirely of steel, not an ounce of wood in its construction.

Cuts the ice bill in two.
Made in seven different styles and thirteen sizes.

LEWIS BROS. LIMITED, MONTREAL
CANADIAN DIRTRIBUTORS

"The most perfect ALL-STEEL Refrigerator made"

"Success" Refrigerators

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Good Luck
Tarred and Dry
Fibre

Dominion Brand
Tarred Felt
Coal Tar and
Pitch

Shield Brand
Tarred and Dry
Sheathing

Shield Brand
Ready Roofing
2 and 3 Ply

Black Cat
Tarred and Dry
Sulphate

Rubber Roofings
Black Cat
Good Luck
McComb's
Special
1, 2 and 3 Ply

Quality Roofing

Our line of roofings stands the test of service in a way that makes it most popular with the trade.

Once known—always used

It is invaluable to your business because of its extraordinary re-order producing qualities.

Our products are *always right* because we do all in our power to maintain quality of the highest standard.

PRICE IS COMPARATIVELY LOW FOR THAT OF GOOD QUALITY.

Send us a trial—there's a good profit.

J. H. McCOMB, Limited
MONTREAL

WROUGHT PIPE
BALE TIES

THE STEEL COMPANY OF CANADA LIMITED

WIRE
BOLTS
AND NUTS

THE STEEL COMPANY OF CANADA LIMITED

IRON AND BRASS SCREWS
"TIGER" WHITE LEAD

Tacks,
Iron and Steel Bars,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails,
(MRM and Bell) (MRM)
Putty.

QUALITY GUARANTEED ***PROMPT SHIPMENTS***

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

1885 **"QUALITY FIRST"** 1916

IT HAS PAID US AND WILL PAY YOU

GALVANIZED "EASTLAKE" SHINGLES

"EASTLAKE"

have made — and will make — more money for Canadian Hardwaremen than any other type of metal roofing.

The Quality Is There!

They satisfy your customer—they sell easily—they lay quickly — they make a good-looking roof — they are fireproof.

There are immense possibilities for the Hardware and Tinsmithing Trades in the sale of Metallic Shingles and Metallic Ceilings. Realize this before your competitor gets a strangle-hold on the trade.

Write us to-day.

Let us assist you to make money out of

METALLIC CEILINGS AND WALLS

Our Re-Squared Ceiling Plates lay quickly and straight—they never run askew. They are stamped on steel dies with Machine-Cut Beads and the joints are snug and neat. The labor you save in laying our ceilings makes a nice profit in itself.

PLATE 424

Scores of new designs coming out in our new catalogue.

And remember that this line

Carries Three Profits

1st —On the sale of the goods,

2nd—On the labor erecting,

3rd —On the paint to re-coat them.

The Quality House is Safest—Think of Safety First.

The Metallic Roofing Co., Limited

MANUFACTURERS TO THE TRADE

TORONTO and WINNIPEG

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1885 "QUALITY FIRST" 1916

IT HAS PAID US AND WILL PAY YOU

We can always give you prompt shipment of

CORRUGATED IRON

Painted or Galvanized—Straight or Curved—All Sizes and Gauges

Always big stocks, including Corrugated Ridge Caps, Hip Caps, Flashings, Etc.

WE MANUFACTURE

- "Eastlake" Shingles
- Metallic Sidings
- Corrugated Iron
- Metallic Ceilings and Walls
- Metallic Lath
- Metallic Corner Bead
- Ventilators
- Skylights
- Barn Roof Lights
- Silo Roofs
- Ornamental Roofing Tiles
- Roof and Tower Finials
- Weathervanes
- Eavetrough and Pipe, Ridges, Valleys, Hips, Flashings
- All-Steel Conductor Hooks
- Portable Steel Granaries
- Galvanized Cornices
- Special Galvanized Iron Work
- Fireproof Doors and Windows
- Pressed Zinc Ornaments
- Sash-Operator

CONNER ALL-STEEL CONDUCTOR HOOKS. WHAT ARE THEY?

Ask Us!

What WE Do To
Help You Sell Our Goods

We supply you with an outfit of catalogues, price lists, and samples. We refer enquiries to you. We write letters and send advertising matter to your prospects. We supply you with attractive illustrated circulars for placing on your counters, or mailing out with your statements. We advertise heavily to consumers in farm papers, etc. We supply cuts and suggest copy for advertisements in your local paper. We prepare estimates of your jobs for you. If need be, we send a representative to help you close the order.

And if there is any other way we can help you, just let us know.

TROUGH AND PIPE

INCLUDING A COMPLETE LINE OF SUNDRIES OF ALL KINDS

PIPE—10 ft. lengths; straight and true; wide, tight seam

TROUGH—10 ft. lengths; die-stamped; joints *absolutely* snug

Die-Stamped Eavetrough Saves You Money!

WE MAKE IT!

The Quality House is Safest—Think of Safety First.

The Metallic Roofing Co., Limited

MANUFACTURERS TO THE TRADE

TORONTO and WINNIPEG

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NAILS

Wire Nails

All Standard and Special Gauges

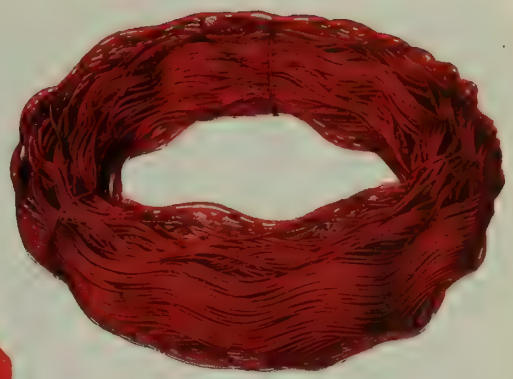
Sterilized Blued Lath Nails

From Ore to Finished Product

Dominion Iron & Steel Company, Limited

Sydney, N.S., Montreal, P.Q., Toronto, Ont.

Prompt Shipment from Stock



WIRE

Nail Wire

Rivet Wire

Oiled and Annealed Wire
Galvanized Wires, Plain,
Barbed & Coiled Spring wire

From Ore to Finished Product

Dominion Iron & Steel Company, Limited
Sydney, N.S., Montreal, P.Q., Toronto, Ont.

Prompt Shipment from Stock

GOODELL-PRATT

1500 GOOD TOOLS

ABOVE COMPETITION

The best of modern machinery coupled with forty-seven years of level making experience enables us to sell you levels that are unsurpassed.

A long period of air drying and the best of modern steam dry houses—a type used only in the best furniture factories—assures the best drying possible.

The Stratton adjustment, the dovetailed brass binding, the selected high-grade vials, and the extreme care used throughout their entire construction, all help to place the Stratton Levels above competition.

We will send you "The Story of the Stratton Level" which tells their story in a very interesting way. It will sell the levels to you, and we will send you additional copies for distribution. These booklets will sell some of your Stratton Levels. Satisfaction will sell the rest.

Write for our Big Red Catalog of Tools

Makers of Mr. Punch

GOODELL-PRATT COMPANY

Greenfield, *Toolsmiths* Mass., U.S.A.

Makers of Mr. Punch

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GOODELL-PRATT

1500 GOOD TOOLS

Spiral Ratchet Screw Driver, No. 111. U.S. Patent, May 12, 1908

MORE POWER

Goodell-Pratt's No. 111 has more power than any other Automatic Screw Driver on the market. It is the result of over twenty years' experience in manufacturing these tools, and they have been twenty years of progress and improvement. As it is now manufactured, the spiral nuts will give many years of satisfactory service if they are oiled occasionally.

The No. 111 Screw Driver is being strongly featured with MR. PUNCH (our Automatic Drill No. 185) in a big, national advertising campaign to sell good tools.

We also manufacture Ratchet Screw Drivers, Plain Screw Drivers and 1500 other GOOD TOOLS.

Our Big Red Tool Catalog is Sent Free.

GOODELL-PRATT COMPANY

Greenfield, *Toolsmiths* Mass., U.S.A.

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NAILS AND WIRE of all Kinds

WIRE NAILS

Any size—Any pattern.

WIRE

Bright, Annealed, Coppered, Stove Pipe, Liquor Finished, Square, etc.

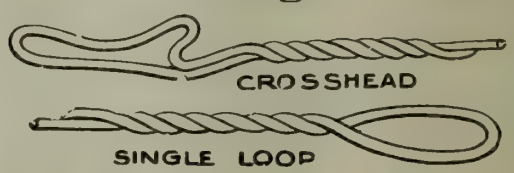
Special O & A Wire.

Wire Fence Staples

Poultry Netting Staples

Wire Bale Ties

for baling Hay, Pulp, Box Shooks and many other things.



BALING WIRE

Our excellent manufacturing facilities and the fact that we are closely connected with four railways assure you a high grade product and prompt deliveries.

Our Prices Are Right And Quality The Best.

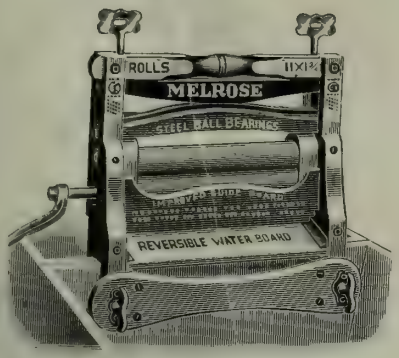
The Laidlaw Bale-Tie Co., Limited

HAMILTON - CANADA

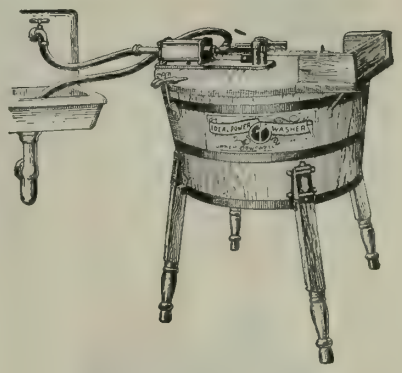
A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
Geo. W. Laidlaw, Vancouver, B.C.

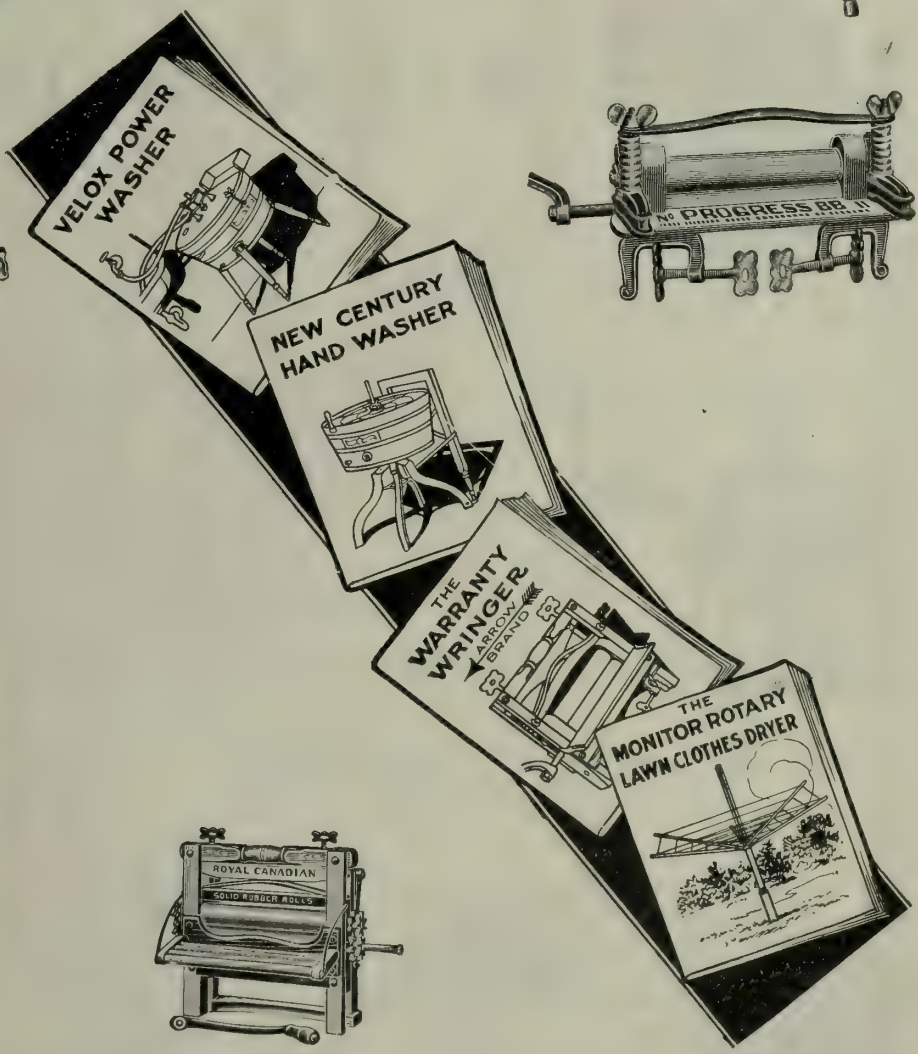
Spring Cleaning Time Is Coming—

Preparedness:- Are You Ready?



The best way to Prepare is to be sure that you have enough of these labor-savers on hand.





Order through your Jobber. Write us for Catalogue.

Cummer-Dowswell, Limited Hamilton, Ont.

UNIVERSAL
Coffee Urns

UNIVERSAL
Vacuum Bottles

UNIVERSAL
Vacuum Water Carafes

UNIVERSAL
Electric Tea Ball Samovars

UNIVERSAL
Electric Coffee Percolators

A Good Line To Tie To

Real, every-day home needs that have a constant day by day demand.
Backed by the name UNIVERSAL, your customers know that they represent the best and latest that has been accomplished in their line.

UNIVERSAL HOME NEEDS.

Impress on your purchasers that UNIVERSAL appliances are savers of time, trouble and worry.
The sales aids that we stand ready to furnish will help you in making a quick turnover on your UNIVERSAL stock. Ask us about them to-day.

UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:
A. MACFARLANE & COMPANY MONTREAL

UNIVERSAL
Coffee Percolators

UNIVERSAL
Electric Toasters

UNIVERSAL
Chafing Dishes

UNIVERSAL
Electric Sad Irons

UNIVERSAL
Bread Makers

UNIVERSAL
Food Choppers

UNIVERSAL
Mayonnaise Mixer

UNIVERSAL
Four-Heat Electric Grill

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"P. & W. Co."

SMALL TOOLS

PRECISION
QUALITY
DELIVERY

GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT.

Pratt & Whitney Company

of Canada, Limited
DUNDAS, ONTARIO, CANADA

MONTREAL
723 Drummond Bldg.

VANCOUVER
609 Bank of Ottawa Bldg.

WINNIPEG
1205 McArthur Bldg.

If interested, tear out this page and keep with letters to be answered.

Hoyt's Frost King

This Babbitt has been tested for years in many of the large machinery manufacturing plants, and has proven such a success we are placing it on the market as a first-class, all-round Babbitt. It will not only take care of high speed, but will stand up to heavy duty work in an extraordinary way.

For saw mills, planing mills, threshing engines, traction engines, rolling mills, pulp machinery, and all classes of stationary engines, it is without equal.

Hoyt's Genuine "A"

The Babbitt is a pure tin, copper, antimony alloy, free from lead. It is made on the original Babbitt formula, and for high-grade, Genuine Babbitt stands in a class by itself.

Hoyt Babbitt Metals

Lighten the Babbitt Expense of the Plant

For over 40 years we have devoted our efforts exclusively to the perfection of white metal alloys, having delved carefully into the chemical, physical and mechanical properties of each element and its various compounds.

All elements entering into our mixtures are carefully refined and put together in such proportions and in such relation to each other that the best possible alloy is secured for the work for which it is designed.

ANNUAL SALES OVER 5,000,000 DOLLARS

Hoyt's Nickel Genuine

Owing to the greater service required of Babbitt, as modern machinery developed, it was necessary for us to design an alloy that would meet with these new requirements. Our Nickel Genuine, for heavy duty, high-speed work, is probably as perfect as an alloy can be made. It is especially designed for use in gas engines, gasoline engines, and all classes of marine engines, and is especially adapted for automobile engines. This alloy is exceedingly tough and durable.

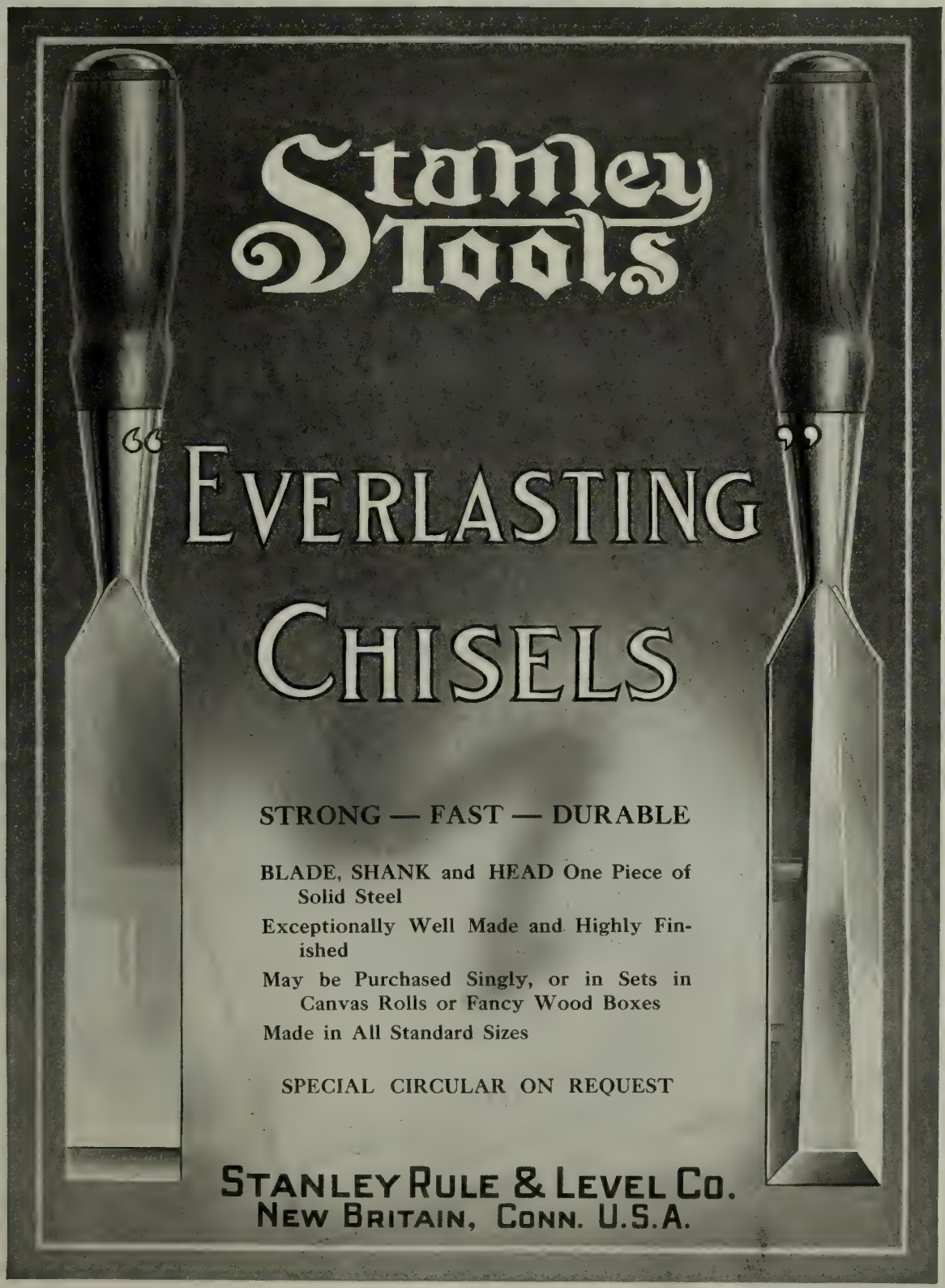
Hoyt's Dynamo Genuine

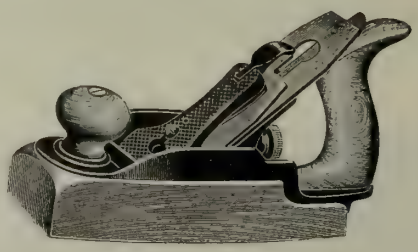
As the name implies, this metal is compounded especially for dynamo and motor work. It is the only alloy that will give the best service on street car motor or any motor that runs under severe duty. It is an extremely high Copper alloy, and is as pure an actual Bronze as a Babbitt can be made with success.

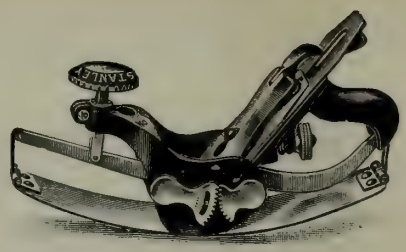
WE HAVE COMPLETE PLANT AND EVERY FACILITY FOR MANUFACTURING SHRAPNEL BULLETS

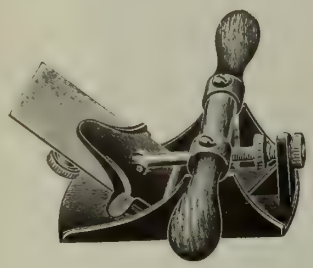
HOYT METAL COMPANY, EASTERN AVENUE and LEWIS STREET **Toronto, Canada**

New York, N.Y. **London, Eng.** **St. Louis, Mo.**


Stanley Tools
"EVERLASTING"
CHISELS
STRONG — FAST — DURABLE
BLADE, SHANK and HEAD One Piece of Solid Steel
Exceptionally Well Made and Highly Finished
May be Purchased Singly, or in Sets in Canvas Rolls or Fancy Wood Boxes
Made in All Standard Sizes
SPECIAL CIRCULAR ON REQUEST
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.







"STANLEY"

stamped on a plane iron means it is the product of The Stanley Rule & Level Co., which is a guarantee that it is the **BEST PLANE IRON** made, and you can so recommend it to your customers.

Made from the best English steel, it is of equal thickness and temper throughout—conditions highly satisfactory to the man behind the plane, whose endorsation is the best advertisement.

BAILEY'S Adjustable Planes

are fitted with these irons, and during the forty-five years they have been on the market they have been the best sellers—evidence of their excellent qualities.

They are made for every purpose and amply fill all requirements under all conditions.

We have 128 varieties and sizes in stock to select from, and all orders will receive immediate and careful attention.

Write for STANLEY Tool Catalogue—Free to Dealers.

Caverhill, Learmont & Co.
MONTREAL

A PLAIN TALK

ON STANLEY PLANES

FOR 45 YEARS THE BEST

IRON SMOOTH PLANE

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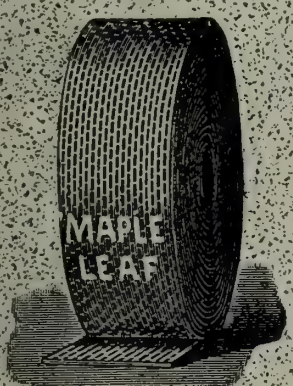
MAPLE LEAF BRAND Stitched Cotton Duck BELTING

Made In Canada



Economy, Efficiency, Strength and True Running

stands pre-eminent, whether for transmission of power or conveying.

A TEST recently made at McGill University, Montreal, of 6-ply "Maple Leaf" Belting, light double leather, and 6-ply rubber, showed that our "Maple Leaf" **stood a breaking strain 50% greater than the leather, and 25% greater than the rubber belt.**

TO DEALERS:—We give you every help possible in securing and holding belting business. Send in your orders for stock.

Maple Leaf Belt Dressing

the best for all kinds of belts.

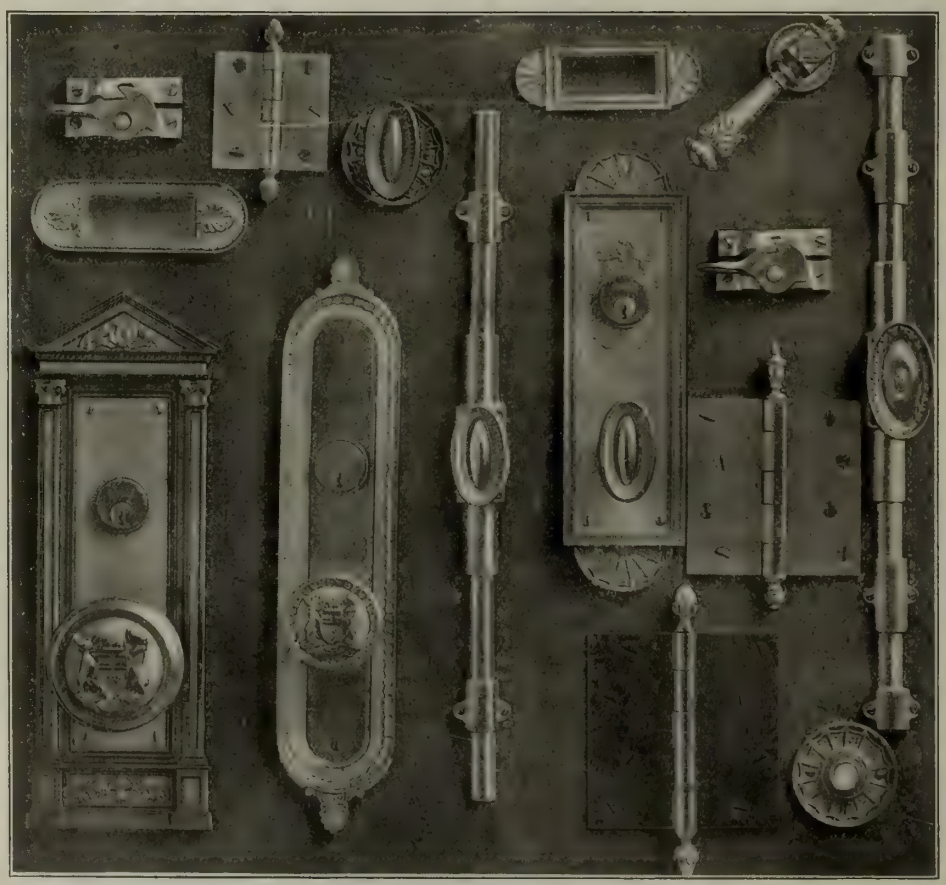
Manufactured only by

Dominion Belting Co., Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

All hardware for doors and windows in the Ontario Government House were made by us from our own patterns as per special sketches submitted.



The above is a photo of some of the hardware used in the residence of the Lt. Governor of Ontario.

The contract being awarded in competition with European Manufacturers. This hardware was all hand-chased and very artistically executed. THE FIRST OF ITS KIND EVER MADE IN CANADA.

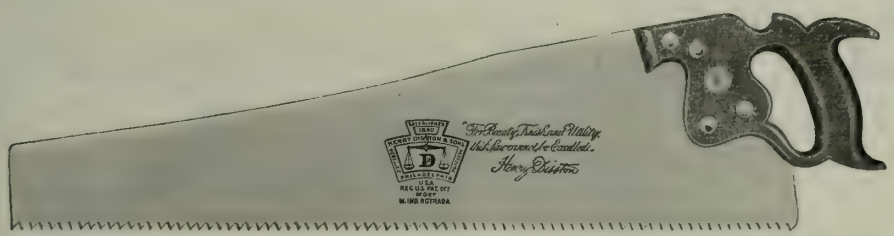
That time is past when it is necessary to go to foreign countries for high-class Builders' Hardware. Many of the finest public and residential buildings in the country are fitted with SPRINGER HARDWARE and, now, the satisfactory completion of the Government House contract is an eloquent tribute to the SPRINGER LINE and SPRINGER SERVICE. THE GOODS SPEAK FOR THEMSELVES. They are continually being specified for a great many prominent buildings throughout the Dominion. DEMAND THE BRAND.

THE SPRINGER LOCK MFG. COMPANY, LIMITED

BELLEVILLE, ONTARIO

A good mechanic can use 'most any tool--
but how about your other customers?

Probably a small percentage of your customers have sufficient skill to "get along" if necessary with tools of **average** quality. But how about those who buy tools for only occasional use? They're the big majority on whose satisfaction the growth of your business, in large part, depends. And even the mechanic isn't satisfied with inferior equipment, because he can do better and quicker work with less effort with high class tools—**and he knows it.** And he knows



DISSTON
Saws, Tools and Files

If you can't give them to him you **may** lose a sale and a customer, but in any case his opinion of your store is influenced.

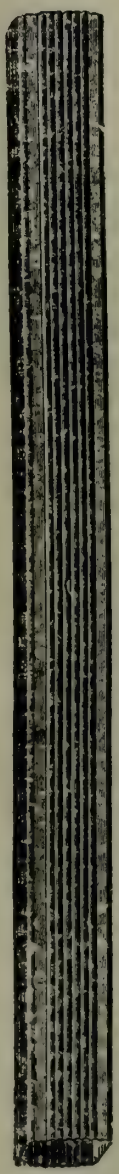
But the unskilled customer **depends on you.** You serve your own interests best by giving him DISSTON TOOLS--Tools that are reliable, accurate and serviceable; tools that **respond,** even in the hands of an amateur; tools that it is a pleasure to handle and use.

Then you have pleased everybody—mechanic and layman. And if you have won your customers' confidence, you can't lose their trade.

DISSTON SAWS and TOOLS are a short-cut to CUSTOMER-CONFIDENCE. STOCK THEM.

Get our free booklet of Sales-Helps.

Henry Disston & Sons, Limited
2-20 Fraser Ave., Toronto, Can.



Our eavestrough is still the best looking and best fitting in Canada, saving time and solder in putting up.

The seam of our Conductor Pipe is absolutely tight and straight, nothing but the best quality of galvanized iron is used in making it.

Corrugated Roofing and Siding

RIDGE ROLL,
SKYLIGHTS,
CONDUCTOR HEADS
GALVANIZED SHEETS
COPPER SHEETS

VALLEYS
ELBOWS
VENTILATORS
CONDUCTOR HOOKS
TIN PLATES

We ship while others are thinking of it.

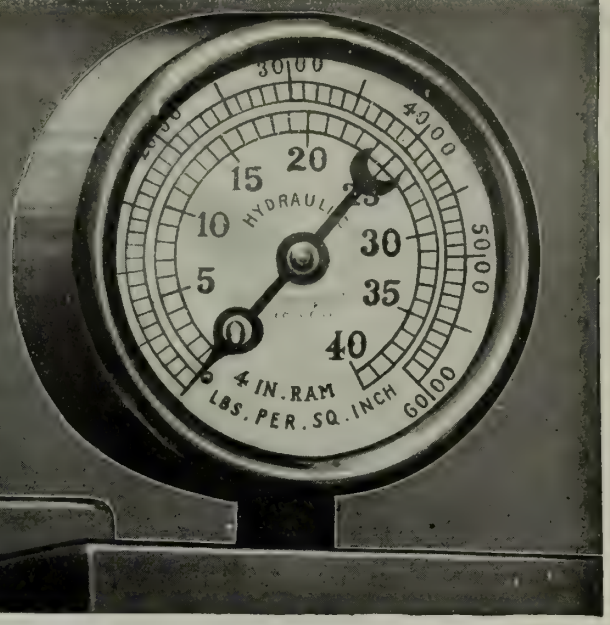
Wheeler & Bain

TORONTO

Write for our new Catalogue, ready April 1st.

If interested, tear out this page and keep with letters to be answered.

The Pressure Gage Measures The Machinists Accuracy



What 1-1000 Inch Means in Tons Pressure

IN fitting any press-on job, the amount of pressure is the limiting factor. The specifications call for a certain pressure. A variation of 1-1000 of an inch means a variation of tons of pressure and a return of the job to the lathe for refitting.

Accuracy in measuring forced fits saves much in shop costs and adds to the value of the workman. The machinist who uses

Starrett Tools

and Instruments of Precision

rarely has a job come back for refitting. For accuracy, ease, speed and permanence of adjustment these instruments are known by every expert machinist and engineer in the world and recognized as standard. Starrett headquarters is the buying center for skilled workmen. We deal direct with hardware stores.

BY INVITATION MEMBER OF

Write for free catalog No. 20- MA

THE L. S. STARRETT CO., ATHOL, MASS.

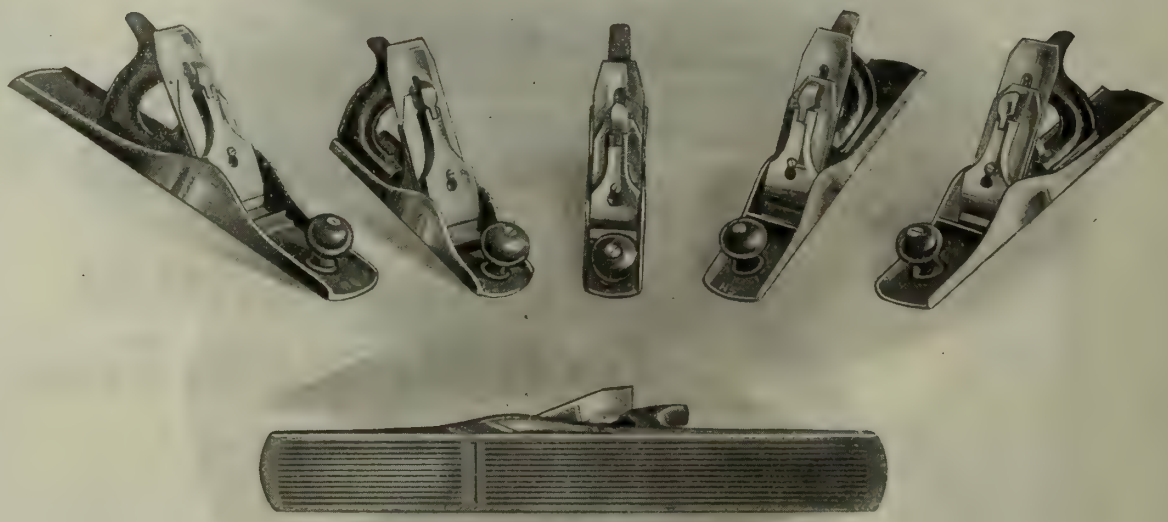
"The World's Greatest Tool Makers"

LONDON NEW YORK CHICAGO

If interested, tear out this page and keep with letters to be answered.

NATIONAL

MADE IN CANADA



NATIONAL PLANES

Despite heavy advances in costs of materials and labor our prices remain the same and show a good profit to the trade. Every Plane is thoroughly inspected before leaving the factory, and carries with it the National Guarantee of Quality and Accuracy. The blade is made of a special high grade Sheffield steel, is finely tempered and accurately ground and honed. Made in Canada from start to finish.

WE MANUFACTURE A COMPLETE LINE OF

Block Planes, Wood Base Planes, Machinist and Pipe Vises, Oval Side Vises, Clamps, Handscrews, Hacksaw Frames, Etc.

WRITE FOR A CATALOG AND DISCOUNTS

NATIONAL MACHINERY AND SUPPLY CO., LIMITED

HAMILTON, CANADA

Big Ben
Baby Ben

The Business Getters

BIG BEN and Baby Ben have so much confidence in their ability to make good for you that they go right into the homes of your customers and solicit business.

While other clocks are lying 'round the shelves or under the counter waiting for *you* to sell them, Big Ben and Baby Ben are out plugging for your business and creating a demand for themselves. They do this through the advertising pages of magazines with national circulation.

It took more than mere nerve to step into the advertising limelight and talk to the public about these clocks—it took absolute belief in the clocks themselves and their ability to satisfy the trade, for every advertisement that appears is a personal endorsement by the Western Clock Co. of the quality of the goods and a guarantee of their excellence.

Advertising *might* sell a poor clock for a year or so—till the public got onto it—but to *keep on* advertising for five years, increasing the sales each year, 90% of them repeat orders, takes a first quality clock to back up the advertising.

Big Ben also contributes to your window and counter displays. He brings neat, interesting show cards and handsome, colored posters to liven up the windows and store and incidentally sell more clocks. He's working on some new stuff that you'll like.

This is to be Big Ben's biggest year. We are having difficulty supplying them fast enough. Right now we are five weeks behind on deliveries, so anticipate your needs.

Western Clock Co.

La Salle, Ill., U. S. A. Makers of *Westclox*
Toronto Office, 29 Manchester Bldg.

The Farmer Must Increase His Production

—and do it with a shortage of labor

NOW HOW CAN THIS BE ACCOMPLISHED?

Here Mr. Hardwareman is the solution—sell him the

Improved Automatic Self-Operating Sprayer

Operated with compressed air. **(You hold the hose and it does the work.)** THE CLIMAX OF ALL SPRAYERS; combines every conceivable point of excellence, including economy, durability, low price, and ease in carrying and operating.

Simplicity of Construction

Attention is called to the rigid handle, which serves for carrying the can and for plunger rod; also the air pump valve, which can be taken apart without moving a screw or fastening of any kind, and in less than one second's time; and lastly, to metal top of air pump, which may be attached readily, and which cannot wear out, as in the case of other structures held in position by tacks.

No. 1

Nothing but Galvanized Steel and Solid Brass or Copper used, with 3-ply rubber hose—nothing to rust or corrode.

What This Automatic Sprayer Will Do

A few strokes of plunger in air chamber will compress enough air to discharge the entire contents and make a continuous stream for nine minutes.

This means that the sprayer can be charged in fifteen seconds, when it will work uninterruptedly long enough to spray a quarter-acre of potatoes.

Warranty

We back up every sprayer you sell by warranting it to be perfect and give absolute satisfaction, free from every defect in material and workmanship.

Write for prices.

Order your season's supply to-day.

CAVERS BROTHERS, Galt, Ont.

Manufacturers

If interested, tear out this page and keep with letters to be answered.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture

NIPPLES and COUPLINGS

Black and Galvanized, in all sizes

WORKS: LACHINE CANAL - - MONTREAL

SELLING AGENTS FOR

Colonial Wire Mfg. Co., Limited

Works: LACHINE CANAL, MONTREAL

—— MANUFACTURERS OF ——

SMOOTH STEEL WIRES

Bright, annealed, oiled and annealed. Coppered and Coppered Spring.

TINNED MATTRESS WIRE
BROOM WIRE
FINE WIRES
(Plain and Galvanized)

FENCE STAPLES
WIRE NAILS
WOOD SCREWS

PUMP RODS
Plain and Galvanized

Canadian Rolling Mills Co., Limited

Works: LACHINE CANAL, MONTREAL

—— MANUFACTURERS OF ——

Bar Iron and Steel

IN ROUNDS, FLATS AND SQUARES

ALSO

Twisted Steel Bars

FOR

Reinforcing

University Companies Reinforcing the "Princess Patricia's"

From East and West they're rallying, these keen young college men, to uphold the glorious record of the fighting "Princess Pats". Taught by the experience of the boys already at the Front, those training now all have—or want—a

GILLETTE
Safety Razor

It's a favorite gift from those left behind, for it means to the boys more real comfort and satisfaction than you could ensure for them in almost any other way. So if you graduated so long ago that you cannot go overseas yourself, in the name of your Alma Mater send a Gillette to some brave lad who can.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory : The Gillette Building, Montreal.

The Crest of the University Overseas Companies Reinforcing the Princess Patricia's Canadian Light Infantry

No. 1 Company
Raised by Capt. Gregor Barclay, and

No. 2 Company
Raised by Capt. George McDonald, both part of the "Princess Pats", with the Canadian Divisions at the Front.

No. 3 Company
Raised by Capt. Eve, Now reported in France.

No. 4 Company
Raised by Capt. Eve, Still training in England.

No. 5 Company
Now being trained by Major McKergow in Montreal.

No. 6 Company
Now recruiting.

Recruiting Offices :
Molson Hall, McGill University, Montreal.

Another Timely Gillette Advertisement

The new 4-column advertisement reproduced above, appearing throughout Canada, is a live successor to the many topical advertisements which have done so much in the past to make Gillette advertising interesting and impressive.

The new series of Gillette advertisements, of which this is one, deals individually with various units which Canada is enrolling for the front. As almost every Canadian has now an enlisted relative or friend, these advertisements cannot fail to be keenly interesting and exceptionally effective.

We are preparing attractive display cards in colors, along the same lines, which will help you link up your store with this nation-wide Gillette campaign. Write for them!

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: Gillette Building, Montreal

Two Thousand retail salesmen will say today, "It's an IVER JOHNSON," and two thousand sales slips will be made out a few minutes later. The public takes a lot for granted when the name "IVER JOHNSON" is branded on the goods. It takes for granted that an IVER JOHNSON Revolver is absolutely safe, accurate and dependable; that an IVER JOHNSON Bicycle is high grade throughout; that an IVER JOHNSON Shot Gun is the best value for the money that's obtainable.

"IT'S AN IVER JOHNSON"

The faith of the public has been won by forty-five years of consistent adherence to a policy of making honest goods — and telling the public about them.

Just on general principles, isn't it good business to push merchandise the public believes in?

You should have a copy of our big, 82-page, 1916 catalog. It tells about new models and many improvements; also sensational changes in our Bicycle proposition. It is free.

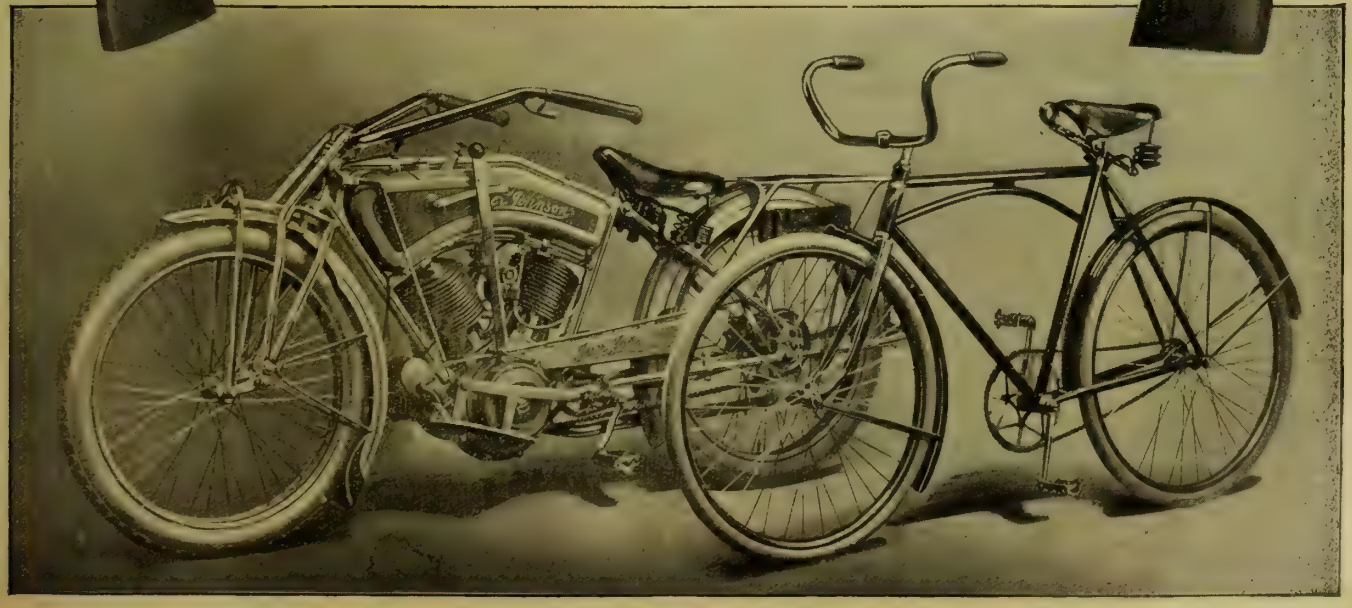
Iver Johnson's Arms & Cycle Works

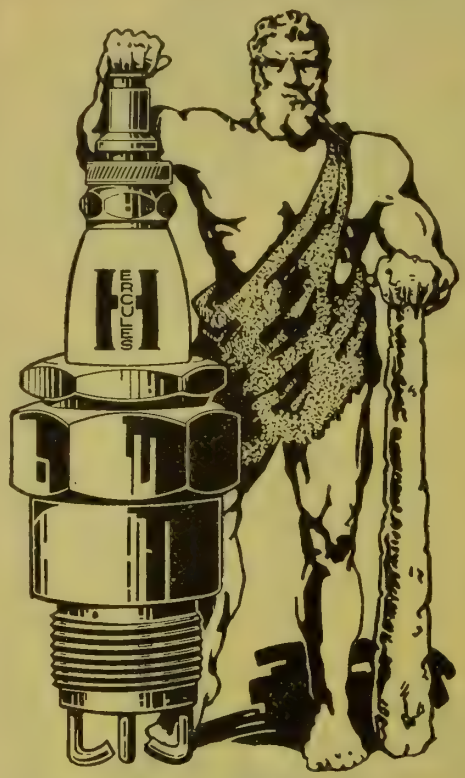
99 Chambers Street NEW YORK

FITCHBURG, MASS.

717 Market Street SAN FRANCISCO

350 River Street





Miller-Morse Hardware Co.
Distributors for Western Canada
Winnipeg, Man.

SPARK PLUGS

which are the product of the finest material and workmanship obtainable and which are

GUARANTEED FOR 5 YEARS

Merrick-Anderson Co.
Distributors
Winnipeg, Man.

Distributed by Leading Jobbers throughout the United States and Dominion of Canada.

The development of the modern motor car has resulted in a degree and character of service which was unthought of a season or two back, and it has forced the manufacturer of motor accessories and parts to evolve ways and means of keeping pace with this added efficiency.

Wood-Vallance Co.
Distributors
Winnipeg, Man.

In this day of the high-speed motor and of special electrical equipment the spark plug manufacturer has been particularly hard pressed, but in the years we have been engaged in the manufacture of quality products we have aimed not alone to keep abreast of these developments, but to offer always service which would exceed that which might be expected from the most highly perfected motor.

In addition to heavy-duty Giant type plugs, we are offering through our distributors a Junior type which is standard in size, and for which we claim superiority of service over any standard plug on the market to-day. While these are standard in size, they carry practically all the essential construction features of our Giant types, and are guaranteed for two years' continuous service.

Our distributors are offering special inducements to dealers, and are in a position to assure co-operation and price maintenance.

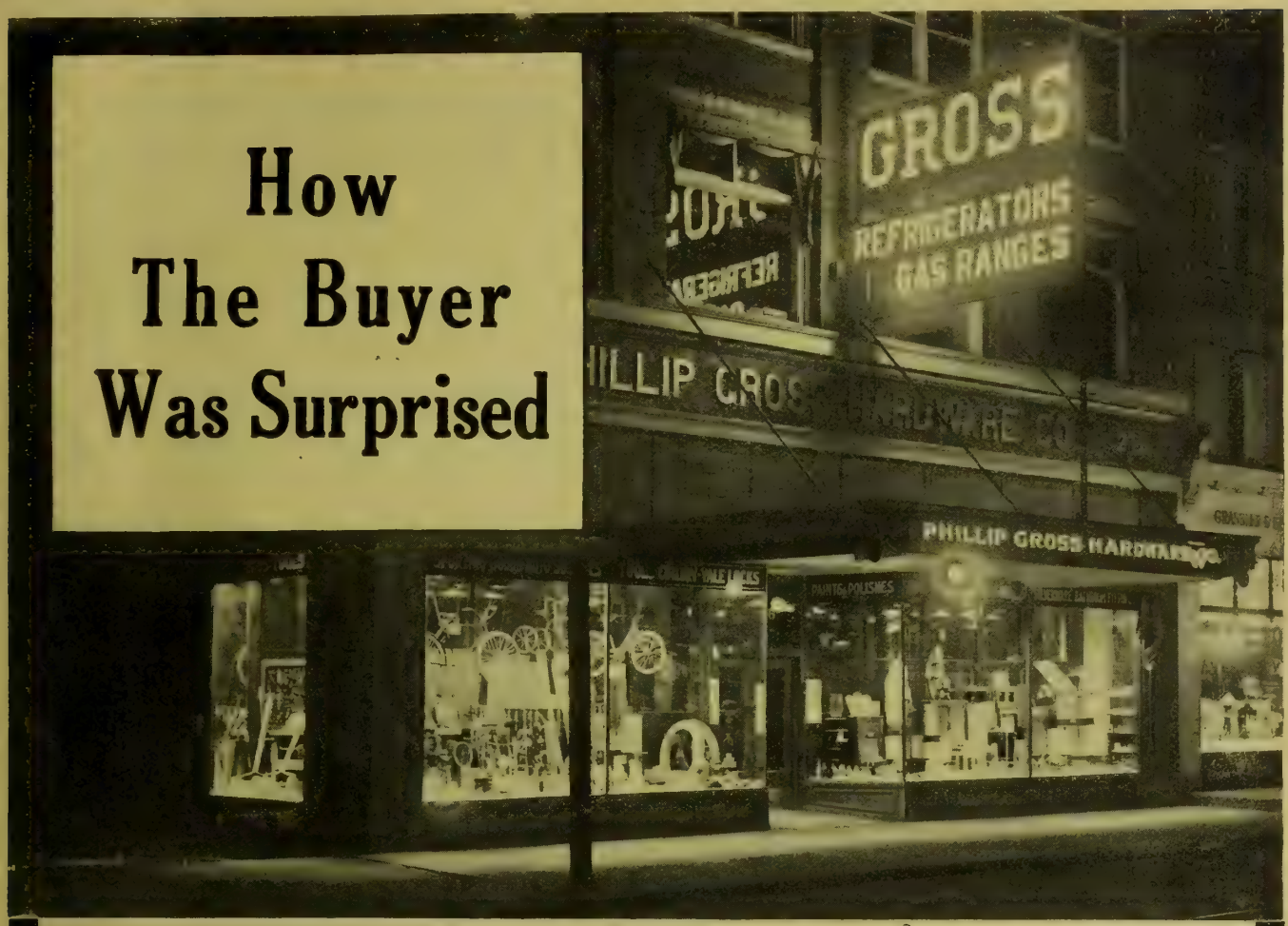
We have a particularly attractive proposition to offer other Canadian Jobbers.

Eclipse Manufacturing Co.
Indianapolis, Ind., U.S.A.

J.H. Ashdown Hdw. Co.
Distributors
Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

How The Buyer Was Surprised



"We can't handle every good line that's offered." That's what the buyer of Phillip Gross Hdwe. Co., Milwaukee (the largest hardware and sporting goods store in the United States) said when the Evinrude salesman first called, several years ago.

When he saw the motor—saw how simple—how really efficient it was—he ordered *one*. Get that? *One* motor!

But before the season was over, Phillip Gross Hdwe. Co. had sold that one Evinrude and thirty others besides. They could not get enough Evinrudes to supply the demand. Since then, the Evinrude line has been the most important profit-bringer in the Phillip Gross store, and the Evinrude is always to be found prominently displayed in the sporting goods department.

Hundreds of other dealers have been surprised at the way the Evinrude sells. This year the Evinrude line is more complete, more attractive, than ever before. The new Evinrude Four-Cycle Twin appeals especially to the man who wants more speed, more power. It combines the efficiency of the four-cycle principle with the freedom from vibration of the opposed cylinder design. There's more speed, too, in the single-cylinder models for 1916.

The Evinrude proposition to dealers is unusually attractive. Clip the coupon, or write to-day, then sit down and figure up how many dollars it would mean to you to have the Evinrude agency for 1916.

Evinrude Motor Co.

520 Evinrude Block, Milwaukee, Wis.

Distributing Branches:
69 Cortlandt St., New York, N.Y.
214 State St., Boston, Mass.
436 Market St., San Francisco, Cal.
Front and Morrison Sts., Portland, Ore.

Over 60,000 Sold

EVINRUDE
DETACHABLE ROWBOAT & CANOE MOTORS

EVINRUDE MOTOR CO.,
520 Evinrude Block,
Milwaukee, Wis.

Please send me the 1916 Evinrude Catalog, with your 1916 proposition to dealers.

Name .....

Address .....

City .....

If interested, tear out this page and keep with letters to be answered.

Game Farming and Your Business

This year Hercules advertising, in fact all the efforts of the advertising department of the company, centers about the important question of game breeding. America should be, as once it was, the greatest game country in the world. A well-planned, consistent campaign with this end in view is now being conducted.

This campaign deserves your support for two reasons. First, because you are an American citizen and the results which this work will achieve will have far reaching and most beneficial results for our country as a whole. Second, because it will have a very direct and decidely pleasing effect upon your own business.

The magazines in which game farming advertisements are appearing regularly are as follows:

American
Atlantic
Century
Country Life
Everybody's
Harper's
McClure's
Metropolitan
Literary Digest
Popular Mechanics
Red Book
Saturday Evening Post
Scientific American
Scribner's

World's Work
American Thresherman & Farm Power
Associated Agricultural College Papers
California Cultivator
Country Gentleman
Farmers' Mail and Breeze
Field
Farmers' Guide
Farm, Stock & Home
Kansas Farmer
Missouri Ruralist

Missouri Valley Farmer
National Stockman & Farmer
Oklahoma Farmer
Orchard & Farm
Pacific Rural Press
Power Farming
St. Paul Farmer
Wisconsin Agriculturalist
Wisconsin Farmer
Michigan Farmer
Ohio Farmer
Pennsylvania Farmer
Arms and the Man

Baseball
Field and Stream
Forest and Stream
Game Breeder
Hunter, Trader, Trapper
In the Open
National Sportsman
Outdoor Life
Outer's Book
Outing
Recreation
Rod and Gun
Western Graphic
Pacific Outdoors

These publication are read by over 10,000,000 people. Can you doubt the power that this advertising will have?

In every advertisement a 64 page book, "Game Farming for Profit and Pleasure," is prominently featured. You yourself should have a copy of this book. You should also have, if you are not already supplied, some of the really valuable Hercules sales builders—window display, electros for newspaper advertising, etc.

Write for a copy of the book and, if you want them, the sales helps also.

HERCULES POWDER CO.

9 West 11th St., Wilmington, Delaware

The Hercules Powder Company manufacture Infallible and "E. C." Smokeless Shotgun Powders and L. & R. Orange Extra Black Sporting Powder. When ordering shells specify that they be loaded with these powders.

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

These articles are almost indispensable to any modern display of

AUTOMOBILE ACCESSORIES

Because they are liberal profit producers;
Because they are perfect satisfaction producers;
Because they are certain prestige producers.

Every article in the "Chemically Correct" line is a leader in its class. The list shown here covers only about one-third of the complete line.

Consult your jobber or write us for literature. DO IT NOW, MISTER. *To-morrow* is the time to be getting the profits.

"Auto Suggestions"

A snappy little monthly sent free to dealers.

SE-MENT-OL

The original self-acting radiator cement. Pour it into your radiator. It "finds the leaks and fixes it." No tools, no tinkering, no searching for the leak with torch or solder.

Garage men use it. Every car owner should carry it in his kit.

The Northwestern Chemical Co.

Marietta, Ohio, U.S.A.

BRANCH OFFICE AND WAREROOMS
47-49 West Street . New York City

New Catalog of the "Chemically Correct" line just off the press.

You Know the Profit in Automobile Accessories

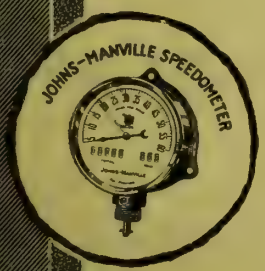
Now Consider the Line that Offers You the Greatest Profit Protection

OUR policy to the trade is one of absolutely protected profit.

Johns-Manville Automobile Accessories are offered at one fixed price for jobbers and one fixed price for retailers. Buy to meet your requirements. Quantity is not a price factor.

And the completeness of the Johns-Manville Accessory line—the fact that it covers many of the motorist's most important needs—permits the buyer to concentrate his purchases of the products of one firm of assured responsibility.

Write the nearest J-M Branch to-day for full details of our proposition to the trade.



J-M Non-Burn Brake Lining

Combines absolute dependability with maximum service. Not affected by water, oil or gasoline and will not burn out from the most intense frictional heat. In cartons containing cut sizes—a great convenience.

J-M (Mezger) Soot-Proof Spark Plug

Enjoys a large sale among car owners. Prevents short-circuits. Insures an intensely hot spark. Built in two units for easy disassembling. Price 75 cents.

J-M Auto Clock

A good automobile timepiece reasonably priced. 8-day lever-escapment movement enclosed in dust-and-moisture-proof case. Finished in black and brass, black and nickel, or all black in two mountings, flush or dash, each $5.00.

J-M Wind Shield Attachment for Ford Cars

Sure to be appreciated by the Ford owner. Makes his present wind-shield, ventilating, rain vision and clear view, contributing greater comfort in summer and greater safety in bad weather. Price complete $3.00.

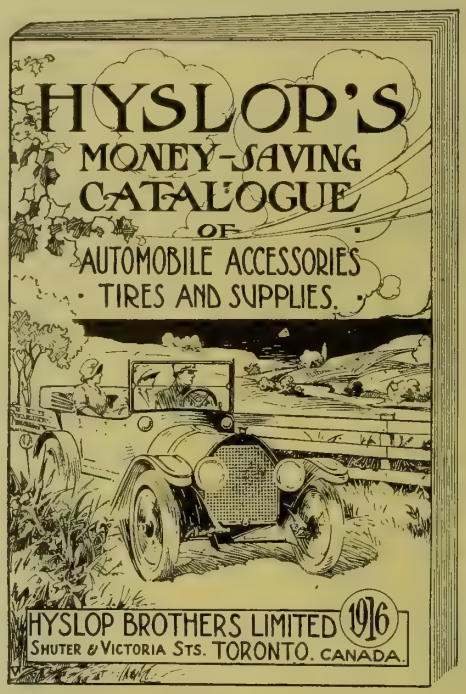
J-M Non-Blinding Headlight Lens
Johns-Manville Speedometer
J-M Engine-Driven Tire Pump
J-M Fire Extinguisher
Johns-Manville Shock Absorber
J-M Packings and S.A.E. Gaskets
J-M Dry Batteries

Send for booklets covering any or all of the above. Address your inquiry to nearest J-M Branch.

THE CANADIAN H.W. JOHNS-MANVILLE CO., Limited

TORONTO, 19 Front St. E.; MONTREAL, 450-52 St. James St.
WINNIPEG, 92 Arthur St.; VANCOUVER, 511 Winch Bldg.

Hardware Dealers: Increase Your Profits—



Sell Automobile Accessories

There is no other line which offers hardware dealers as large profits and quick turnover of stock as Hyslop automobile accessories.

The rapid increase in the use of automobiles has created a steady demand for accessories, tires, oils and other supplies in every section of the Dominion.

Hardware stores are the logical distributing channels for such goods, and the dealer who stocks up with the proper assortment will get the business.

Our stock of accessories, tires and supplies for automobiles is the largest and most complete in Canada, ensuring prompt shipments.

Send for our 1916 catalogue of Automobile Accessories, Tires and Supplies. A copy will be forwarded to you by return mail, together with Dealers' Wholesale Net Price List. The large margin of profit as represented between our list and wholesale prices will convince any hardware dealer that he *cannot afford* to miss this chance to make some easy money. The Spring season will soon be here and the quicker you get started the better it will be. Write at once for catalogue and special wholesale proposition.

HYSLOP BROTHERS, LIMITED, TORONTO, ONT.

TRADE MARBLE'S MARK SPECIALTIES FOR SPORTSMEN

QUICK SELLERS because well and favorably known—and constantly advertised. TRADE-BUILDERS because they possess that QUALITY which gives utmost satisfaction and makes tongues wag in endorsement.

Our catalog shows more than 60 distinct specialties and the famous Game-Getter Gun, particularly strong on axes and knives. Ask your jobber, or write for catalog.

TRADE MARBLE'S MARK Ideal Hunting Knife

The first knife designed by Mr. Marble. Its quality, combination of excellent features and beauty of design and finish, won for us a world-wide reputation as makers of the highest quality of hunting knives. Blade is adapted to sticking and skinning. Oval-ground at back of point for chopping bone. Handles are stag slabs or leather discs with discs of red and black fibre and brass, driven on the strong tangs and held by stag tip and flush nut.

LIST PRICES, INCLUDING SHEATH.
Liberal discount to dealers.

Leather Handle 5-in. blade, $2.25 6-in., $2.50
7-in., $2.75 8-in., $3.00

Stag Handle ..... 5-in. blade, $2.75
6-in., $3.00 7-in., $3.25
8-in., $3.50

Marble's Woodcraft Knife

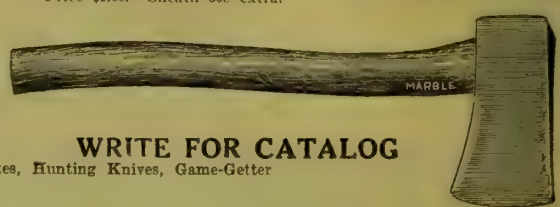
A knife for all hunting and camping needs. Shaped right for sticking, skinning, cleaning, slicing, breaking bones. Thick back-tapering bevel blade carries strength from handle to point—serves purpose of thin blade, yet has surplus strength found only in heavier and costly knives. Just the type of knife that expert hunters prefer. 4½-in. blade of Marble Quality steel. Laminated leather handle. With sheath, $1.50. Order a supply from your jobber.

Marble's Camp Axes, Nos. 9 and 10

An absolute necessity in every hunter's and camper's outfit. Small in size, yet capable of serving every purpose of a full-size axe. The blades are forged from solid tool steel. The tempered head, designed for driving stakes, spikes, etc., will not become battered, even under continuous service. The accurately machined eye is fitted perfectly by the handle, and is constructed to give the greatest amount of bearing surface on the handle, thus eliminating all liability of the head working loose. The nail puller of No. 10 has tempered jaws. These are features that are exclusive in Marble's tool-steel axes. The thoroughly seasoned, selected hickory handles offer a very secure grip and allow the axe to be easily inserted or removed from the sheath.

No. 10 Camp Axe
Blade 3¾ x 5¼ in. Weight 28 oz. Handle 16 or 20 in. Price $1.50. Sheath 50c extra.

No. 9 Camp Axe
Blade 2⅞ x 4¾ in. Weight 22 oz. Handle 14 in. Price $1.00. Sheath 50c extra.



TRADE SUPPLIED BY JOBBERS **WRITE FOR CATALOG**

showing entire line of Marble's Safety and Camp Axes, Hunting Knives, Game-Getter Gun and 60 other specialties for sportsmen.

MARBLE ARMS & MANUFACTURING CO., Gladstone, Mich., 5350 Delta Ave.

If interested, tear out this page and keep with letters to be answered.

NEW CANADIAN INVENTION

XCELL

Water and Weather-Proof Batteries

Same Cost

Longer Service

GUARANTEE

If any of our Xcell Batteries do not give satisfactory service for the work intended, we will credit the amount, refund the money, or replace with new cells.

ADVANTAGES

Impervious to all harmful climatic conditions, Xcell Batteries will give longer and better service. Display battery partly submerged in water and see your battery sales increase.

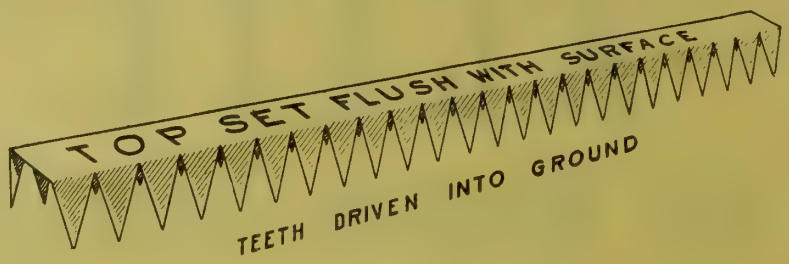
Canadian Carbon Company, Limited

96 King Street West **TORONTO, ONTARIO**

If interested, tear out this page and keep with letters to be answered.

National Tennis Tapes

PATENTED



These tapes are made of galvanized iron strips firmly held flush in the ground by two continuous rows of vertical teeth and have

COMPELLING ADVANTAGES

over all other methods of marking out

DIRT, CLAY or TURF COURTS

Because they are

PERMANENT
PRACTICAL and
ECONOMICAL

Retail Prices: $15 Double Court, $12 Single Court.

SATISFACTION GUARANTEED OR MONEY REFUNDED.

Sample, Circular and Discount on Request.

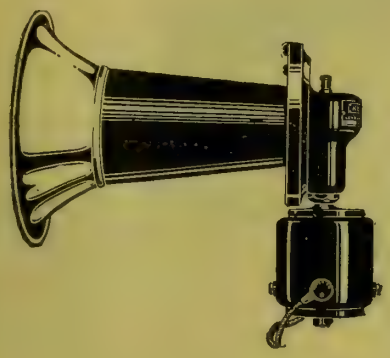
MADE BY

LORD MANUFACTURING COMPANY

117 West 40th Street, New York

If interested, tear out this page and keep with letters to be answered.

The Sound of the Klaxon is the Sound of Bigger Profits



KLAXON Horns, like Northern Light Lamps and Northern Six Batteries, are a money-making, business-building line for hardware dealers to handle.

KLAXONS are the most thoroughly reliable and widely known warning signals on the market to-day. You don't have to argue a prospect into buying a KLAXON. Simply show him the style he needs and the sale is made.

Now is the time when automobile owners will be fixing up their cars for the coming season and if you carry the right line of automobile supplies you stand the best chance of getting the most business in your district.

There is a KLAXON for every kind and size of automobile — for trucks, motorboats and motorcycles.

The KLAXON type "L" is used on high power cars where electric current is available. It has the advantage of getting the signal ahead and away from the driver.

The HAND KLAXON is in big demand for smaller cars that have no batteries or electric lighting systems.

This is the time for you to put in your stock of KLAXONS, for the spring will soon be here which, as you know, is the "open season" for automobiles and motorcraft.

At each of their distributing houses, the Northern Electric Company carry a complete line of electrical specialties for Automobiles, Motorboats, Motorcycles. This line includes:

Complete line of KLAXON Horns.

Northern Ignitor Batteries. Northern Light Lamps.

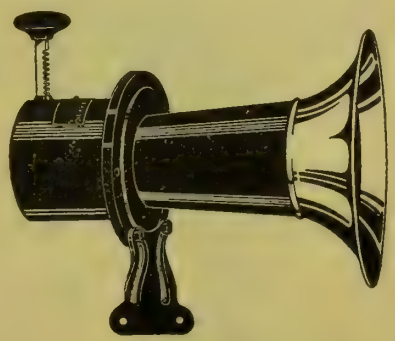
Patterson Battery Sets. A. C. Rectifiers.

Trouble Lamps. Flashlights.

Pittsfield Spark Coils, Plugs, Timers, Magnetos.

Stewart-Warner Speedometers.

Wagner Battery Charging Converters.



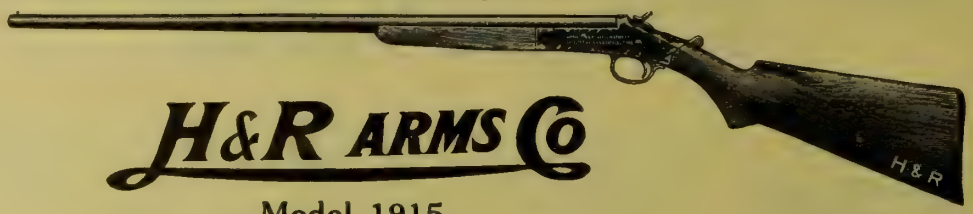
NORTHERN ELECTRIC COMPANY, LIMITED

MOMTREAL HALIFAX TORONTO WINNIPEG REGINA CALGARY VANCOUVER

If interested, tear out this page and keep with letters to be answered.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

Hyslop's Highest Quality Motor Oil

THE ENTERPRISING HARDWARE DEALER NOW KEEPS HYSLOP MOTOR OIL ON TAP IN THE SAME MANNER AS COAL OIL OR SIMILAR SUPPLIES FOR HOUSEHOLD USE.

HYSLOP MOTOR OIL IS FURNISHED TO DEALERS IN STRONG BARRELS AT A PRICE WHICH ENABLES THEM TO MAKE BIG PROFITS, WHETHER RETAILED BY THE PINT, QUART OR GALLON.

THERE IS NO OTHER ENGINE LUBRICANT ON THE MARKET AS GOOD AS HYSLOP MOTOR OIL. IT IS SUITABLE FOR ALL MAKES OF AUTOMOBILES. DO NOT ACCEPT SUBSTITUTES.

HYSLOP TRANSMISSION GREASE

We supply dealers with greases for transmission or rear axle in 5-lb. and 10-lb. lithographed tins, making it convenient to supply to the retail trade. Also sold in barrel lots at reduced prices.

RENOVATING SUPPLIES FOR A L CARS

There is a steady demand at all seasons for metal and body polishes, top dressing, enamels, rim paints, etc. Every hardware dealer should stock our complete line of such supplies. Furnished in lithographed, air-tight tins at special wholesale prices.

A copy of our 150-page 1916 Automobile Accessory Catalogue and Dealers' Net Price List will be mailed to any hardware dealer on request. Send for this literature to-day.

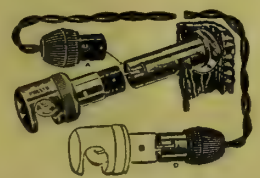
HYSLOP BROTHERS, LIMITED, TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

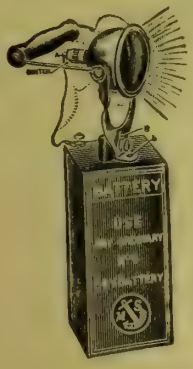
No. 202. — Presto Cigar Lighter with holder and 10 feet of silk cord. Price, $3.35.

No. 199. — Presto Pipe Lighter with holder and tungstenite chromium nickel lighter tip. Price, $2.00.

No. 204. No. 205.
Presto Star and Ford Watchtype Cigar Lighter for Fords and other types of cars. Simply press the stem. Price, $3.35.



No. 235.—Presto Combination Dash and Trouble Lamp for Ford Cars. No. 230 for all other makes of cars.



No. 1000.
Presto Electric Hand Lamp, an attachment for any dry cell battery. Pivoted reflector, tungsten bulb, and 2-in. bull's-eye lens.
Price, $1.00.

Presto Cord Winder.
Price, $3.35.

Showing Combination Presto Cigar Lighter and Inspection Lamp in use.

Presto

SPECIALTIES WITH TREMENDOUS SELLING PUNCH

Nowadays only the unusual in quality, in design, in price, sells.

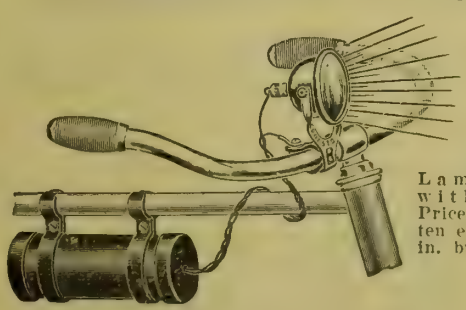
By "sells" we do not mean simply a sale occasionally, but heavy demand that makes for constant selling and steady repeat sales.

The Presto Line of Electric Specialties, because of its wide variety and irresistible need, enjoys a consumer and dealer following that is second to none in the field.

Every kind of specialty the motorist may want can be supplied in the complete Presto Line—dash lamps, cigar lighters, trouble lamps, dashboard switches, anchor type connectors, lamp sockets, lamp adapters and other specialties.

Fortified with this complete quality line the dealer has the basis to build up a strong, profit-producing, ever-expanding trade. Write for complete catalog, prices and discounts.

METAL SPECIALTIES MANUFACTURING COMPANY
730-738 W. Monroe St. CHICAGO

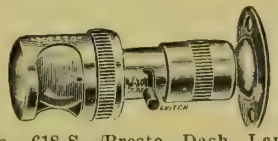


No. 1050. — Presto Electric Bicycle Lamp, complete, without battery. Price, $1.00. Tungsten electric bulb, 2-in. bull's-eye lens.

No. 1020.—Presto Electric Hand Lamp, complete without battery Price, $1.30. Pivoted reflector and tungsten electric bulb. Bull's-eye lens 2 in. diameter.

No. 1030.—Presto Electric Hand Lamp, complete without battery. Pivoted reflector and tungsten electric bulb. Bull's-eye 3-in. lens.

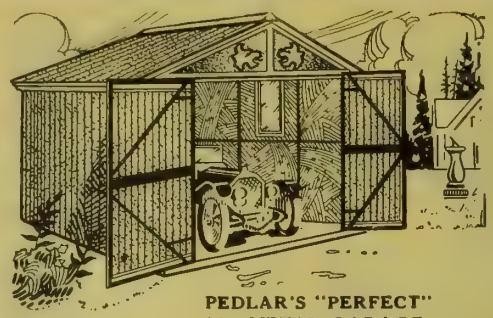
No. 1040. Presto Electric Two-cell Hand Lamp, without battery. Pivoted reflector can be moved to throw light at any angle. No other lamp has this feature.



No. 618-S.—Presto Dash Lamp (one of 20 styles).

No. 1280.—Presto Buggy or Vehicle Lamp, 4-in. reflector, without battery.

If interested, tear out this page and keep with letters to be answered.



PEDLAR'S "PERFECT" ALL-METAL GARAGE

Here's Your Chance for Man-Sized Profits

THE Pedlar Garage Sales-Drive is on in earnest. Automobile owners throughout the Dominion are reading the Pedlar Advertising in all the important magazines and their favorite Motor publications. Many right in your locality will be wanting their own portable, fire-proof garage this Spring. Each sale not only means a worth-while profit to you but a satisfied customer whose complete trade would prove valuable.

PEDLAR'S "PERFECT" METAL-CLAD GARAGES

make it possible for anyone to own their own garage. They come to you complete in knock-down form. Sections are packed in convenient cases, easy to handle and deliver. Automobile owners prefer the Pedlar Garage because each section, windows, doors and all, fit in so accurately, rigidly and permanently. It can be put together complete in a day. Permanent, durable and moderately-priced. Write now for Garage Catalogue H. M., and proofs of our co-operation.

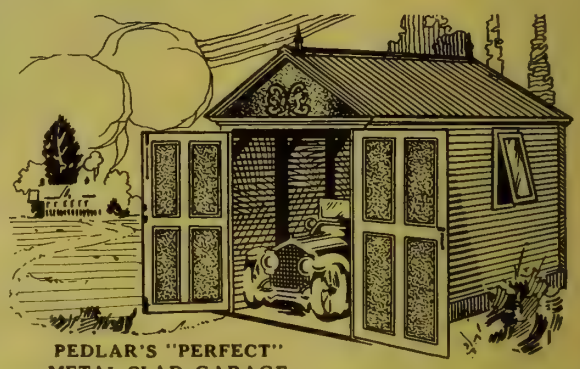
We also have a complete stock of Shingles, Roofings, Sidings, Trough and Pipe, and all Sheet Metal Products for prompt shipment. Write

THE PEDLAR PEOPLE, LIMITED

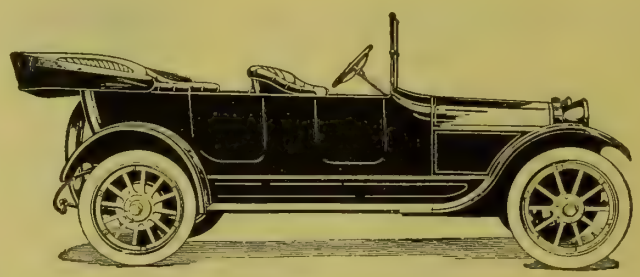
ESTABLISHED 1861

EXECUTIVE OFFICE AND FACTORIES: OSHAWA, ONTARIO

Branches: Montreal Ottawa Toronto London Winnipeg



PEDLAR'S "PERFECT" METAL-CLAD GARAGE



Also manufacturers of a full line of household specialties, including:

Autolene Brass and Metal Polish.

National Auto Top Dressing.

One Second Stove Polish (Paste).

Black Gloss Stove Pipe Enamel.

Old English Harness Dressing.

Magic French Furniture Polish.

Army Metal Polish.

Japanese Cedar Sweeping Compound.

"NATIONAL" AUTO BODY DRESSING

FOR PRESERVING AND POLISHING

AUTOMOBILE AND LIMOUSINE BODIES, HACKS, COUPES, AND ALL HIGHLY FINISHED CARRIAGES

IT CLEANS AS WELL AS POLISHES. NOT ONLY A POLISH BUT A SURFACE FOOD.

The results produced by "National" Auto Body Dressing is sure to bring the user back and back again for more, and his recommendations will get you the patronage of his friends and neighbors too.

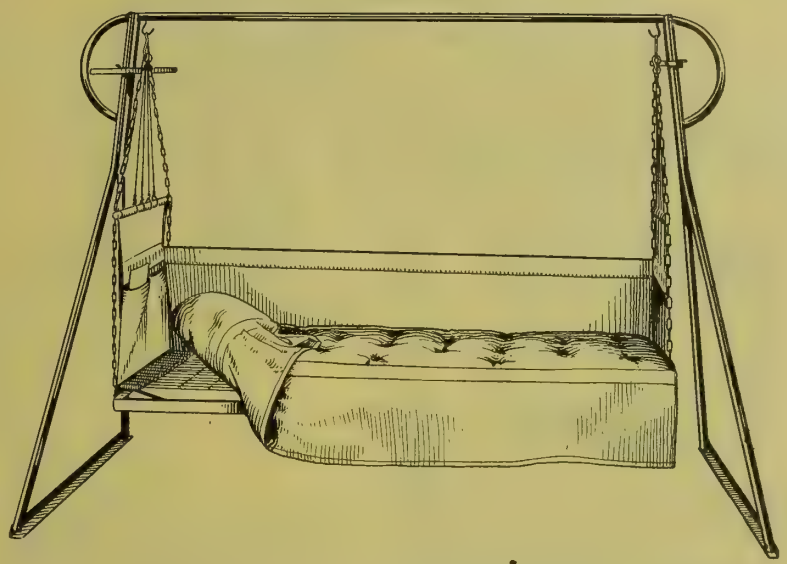
JUST TRY IT AND SEE

THE PERMANENT INK CO., Limited, Hamilton, Can.

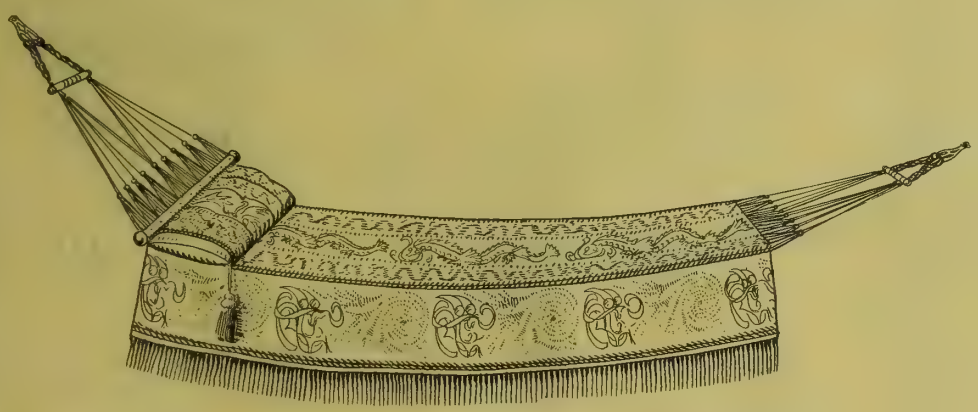
If interested, tear out this page and keep with letters to be answered.

Direct from Factory to Dealer

We manufacture "Galt" Hammocks in our own well-equipped factory from the raw material and sell direct to you; our values therefore, are unbeatable.



Iron Frame Simmons Fabric Spring, Electrically Welded Heavy Chains, Well-made Mattress, with or without Stand.



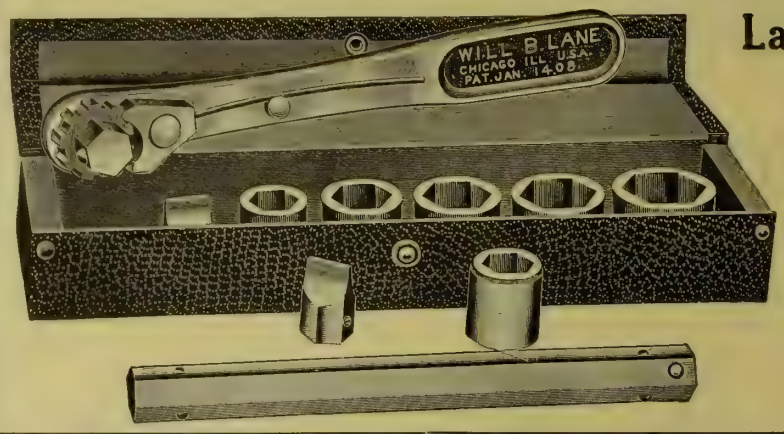
All Fabrics used are closely woven. Our Special Malleable Spreader Cap fits over the end of spreader thereby strengthening the point where most strain occurs.

It will be impossible for us to hold present prices throughout the season. Better have us send you, say, a dozen assorted in price and colorings NOW.

Galt Robe & Hammock Company

GALT, ONTARIO

If interested, tear out this page and keep with letters to be answered.



Lane's Unique Ratchet Wrench

Machine made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:
1 Handle 7 inches in length. 2 Screw-driver bits.
1 Extension bar 7 inches in length.
6 Sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.

STANDARD SET Contains:
1 Handle 7 inches in length. 2 Screw-driver bits.
SEVEN Sockets to fit semi-finished Hex. nuts, as follows:
U. S. Standard from ¼ in. to ½ in.
A. L. A. M. Standards from 5-16 in. to 11-16 in.
Cap screw heads from 5-16 in. to ⅝ in.

Write for Prices and Discounts.

WILL B. LANE
180 North Dearborn St., CHICAGO, ILL.

CRESCENT TOOLS

Hamr-Handl Display Easel

Heavy Cardboard. Size, 13 x 10 in. Weighs only 2¼ lbs., mounted with the two Screw Drivers.

Crescent Hamr-Handl Screw Driver

Drop-forged, Hardened Oil-Tempered, Nickel-Plated.

THE Hamr-Handl provides the irresistible leverage needed to drive a large screw into hardwood. A strong spring holds handle firmly in place in either position.

A New Article of Great Utility Attractively Displayed

Above Easel sent free with Assortment DB-4 comprising:

¼ dozen K-24 4-inch Blade, list 65c. each
¼ dozen K-25 5-inch Blade, list 70c. each
¼ dozen K-26 6-inch Blade, list 75c. each
List Price of Assortment, $6.30

Order Assortment DB-4 from Your Regular Jobber, or Write to

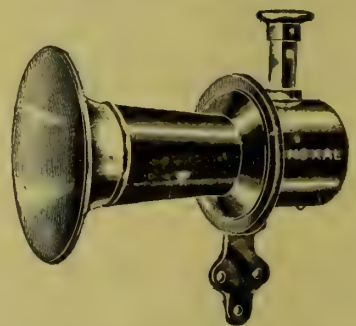
Crescent Tool Co.
Jamestown, N. Y.

Cost You $19.50 Sells for $30.00

Hardware men throughout the country are adding bicycles to their line. **Clean steady business. Big Profits.** Send for our **large illustrated catalogue** and add another profit maker to your business.

Dominion Cycle & Supply Co.
1446 St. Lawrence Blvd., MONTREAL, QUE.

HARDWARE DEALERS, ATTENTION

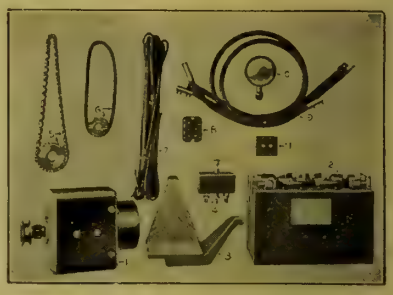


Costs you $2.80 Retails at $5.00.

A new line for the hardware-man. **Get our large catalogue showing a full line of Automobile Accessories** at prices that sell.

BIG PROFITS. STEADY TRADE.

The Universal Sales Co.
1446 St Lawrence Blvd. MONTREAL, QUE.



Starting and Lighting System

for Fords

$75.00

Lighting Outfits only for Fords

$40.00

Write us to-day for Catalog

HENRICKS

MAGNETO & ELECTRIC CO.
1210 ST. PAUL STREET
INDIANAPOLIS - - INDIANA

If interested, tear out this page and keep with letters to be answered.

The Ross Rifle

makes an "easy mark" of big game

·280 Calibre
High Velocity···

Ross Rifles are wonderful in their power, accuracy and reliability.

B. K. Miller, Wild Rose, Wis., U.S.A., says: "I have hunted and fished in various parts of the world, including British East Africa, but I have never seen a gun the equal of the Ross .280 for big game."

Ross Rifles have established a name for themselves by their excellent work at international and other matches, and their power to anchor the largest game, which makes them quick and easy sellers.

Take advantage of the widespread movement in favor of better training for boys and men in rifle shooting by pushing the sale of the Ross Cadet Rifle (adopted by the Canadian Government for Cadet Corps).

There is a ready sale for this rifle in every community.

Ross Rifle Company

QUEBEC

You Can't Go Wrong

You can't go wrong in doubling your order for O-Cedar Polish. All the year round, but particularly during Spring Housecleaning, O-Cedar Polish is used by every housewife in every part of her house. You should sell several bottles to every one of your customers. You only need to display

O-Cedar Polish
(MADE IN CANADA)

to get big sales. Our national advertising campaign has made it familiar to every woman. She uses it to clean and polish her woodwork of every kind, her hardwood floors, her piano and all her furniture. She knows what it will do and will have no substitute. Just let her know you have it and you will get her order.

IMPORTANT

Order From Your Jobber.

Channell Chemical Co.
Limited

369 Sorauren Avenue, TORONTO

Celebrated I·XL Cutlery

MANUFACTURED BY

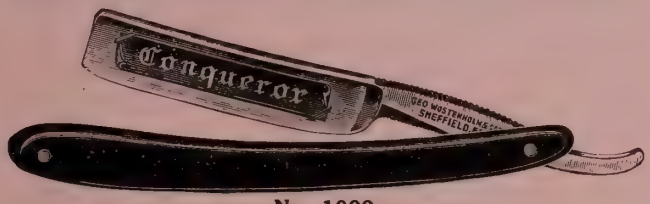
GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

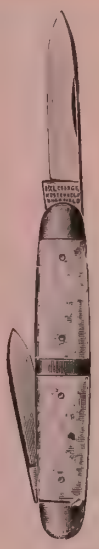
No. 1945

No. 2000

GOLD ETCHED—FULLY CONCAVED—GUARANTEED



No. 1000



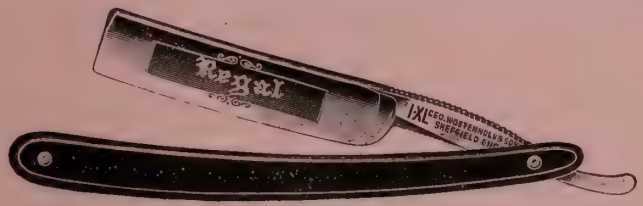
No. 1960

No. 292

I·XL Cutlery is made in Sheffield from the very finest of English Steel. Every piece is fully warranted. Only the most skilled labor is employed.

All leading Jobbing Houses carry a most complete line of this cutlery in all new and up-to-date patterns.

No 292T



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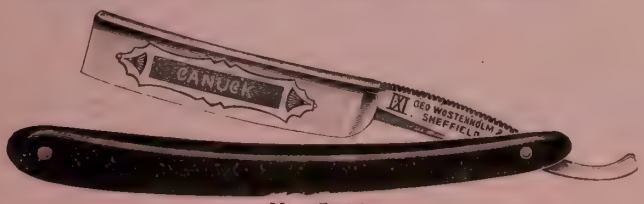
MADE IN ALL SIZES, STYLES AND FINISHES



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No. 611

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representative

No. 1964

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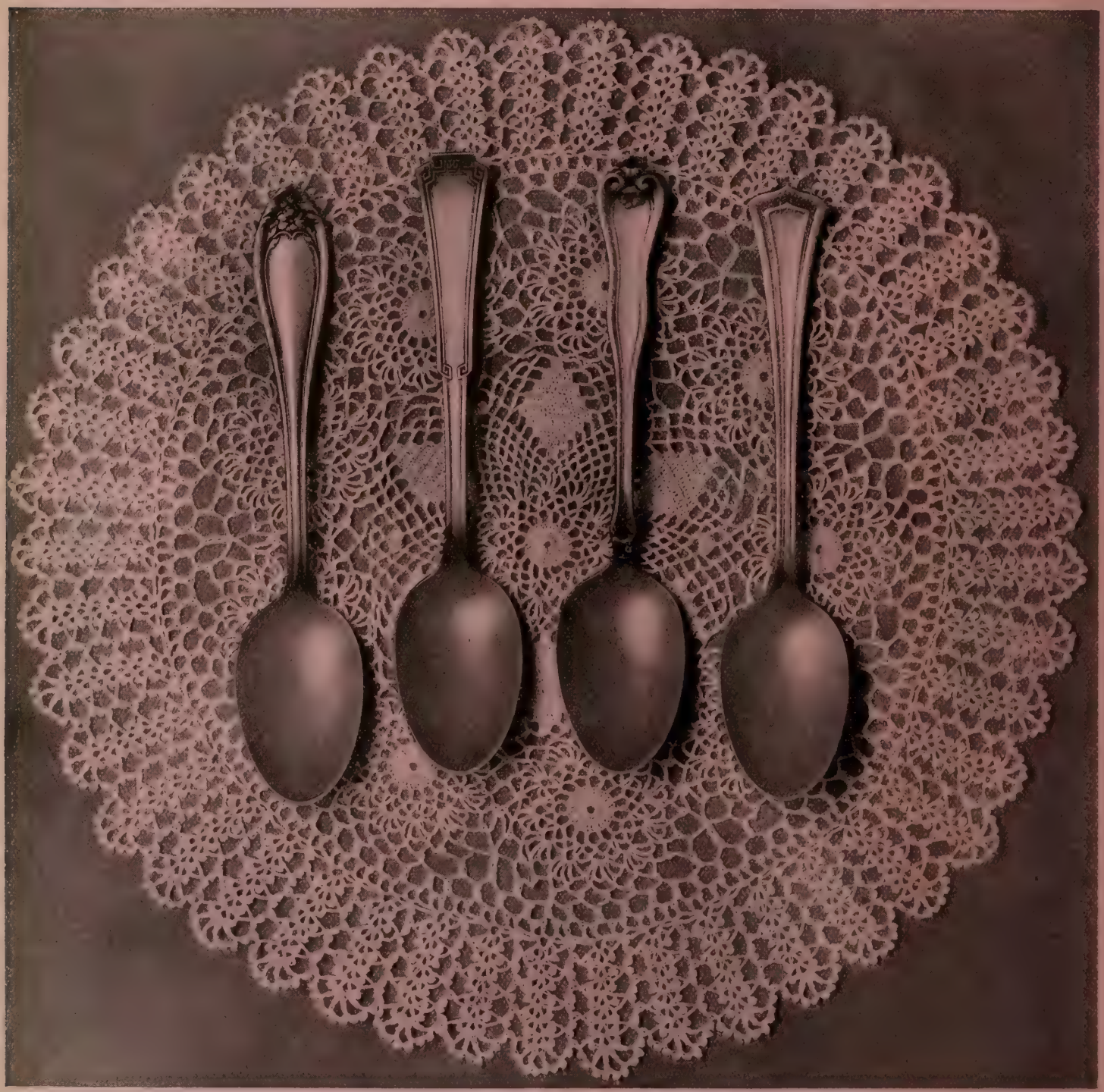
Treasures of the Canadian Home

"1881 (R) Rogers (R) A1" Flatware.

Graylock Grecian Leyland Revere



Four of the most popular Fancy Patterns that we carry in stock made in this Quality. This celebrated line is made in medium weight blanks and is guaranteed to be full standard A1 Extra Plate upon the finest quality of 18% Nickel Silver Base Metal.

CANADIAN WM. A. ROGERS, LIMITED

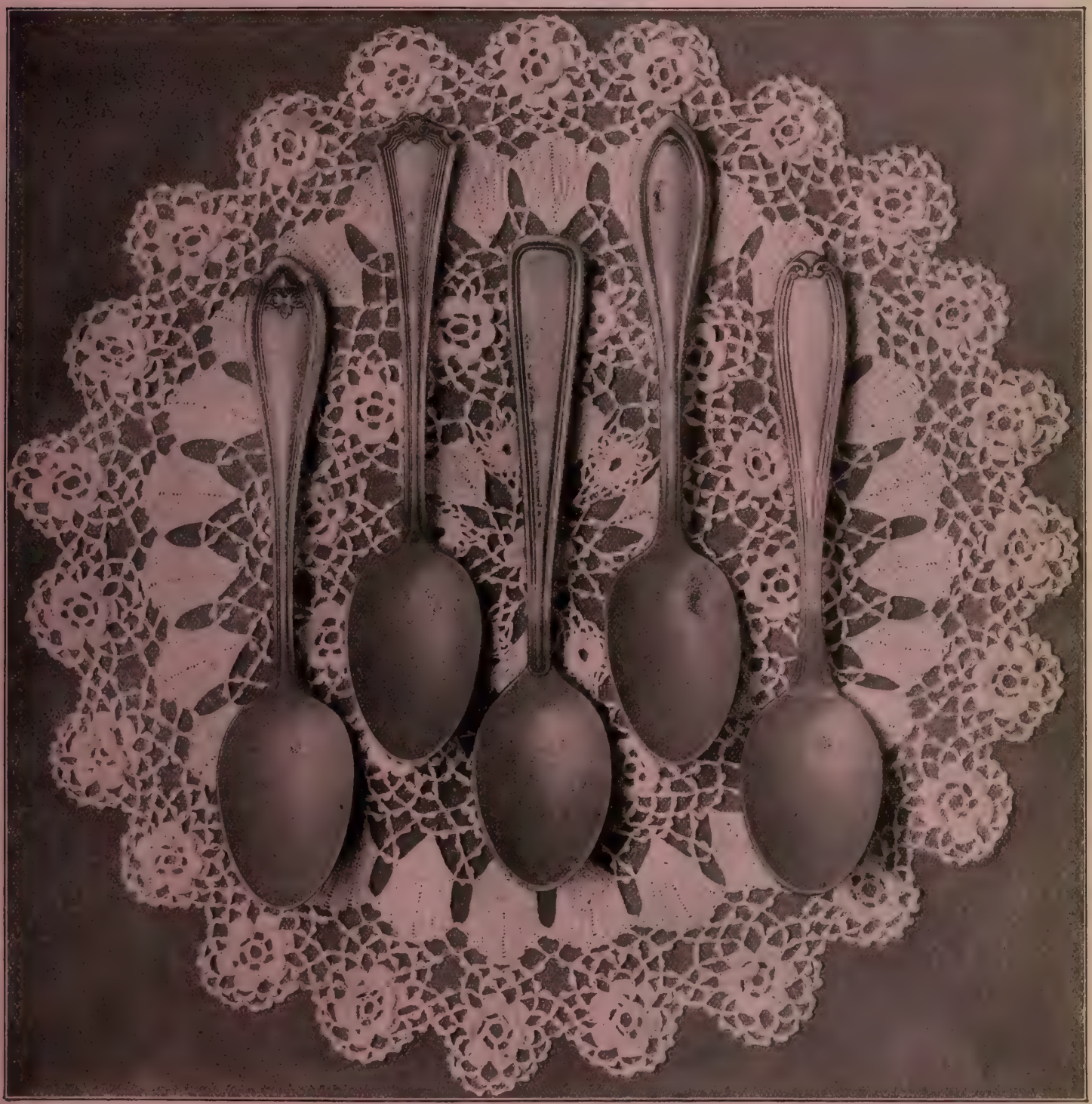
Silversmiths and Manufacturers of all kinds of Silverware and suitable for all markets.

Factories and Salerooms: TORONTO Branch Salesroom: WINNIPEG

Treasures of the Canadian Home

"Wm. A. Rogers (R)" Flatware.

Abington Raleigh Thread Standish Prince Arthur



Five of the most popular Fancy Patterns that we carry in stock in this Quality in which we use 21 % nickel silver base, which is the hardest and whitest base metal used for Flatware. A most careful and rigid inspection of each piece and our accurate weighing process, both before and after plating, make it possible for us to fully guarantee all of our goods as to perfection in workmanship and silver deposit.

CANADIAN WM. A. ROGERS, LIMITED

Silversmiths and Manufacturers of all kinds of Silverware and suitable for all markets.

Factories and Salesrooms: TORONTO Branch Salesroom: WINNIPEG

D.S.C.

Bright Light Stove Polish

Bright Light is prepared from the best English lead and Japan which produces a brilliant lasting polish that will not speck nor turn white. Put up only in our patent box to protect the fingers from coming in contact with the paste.

Every box is hermetically sealed, so that the polish will not dry out. Packed in quarter gross cases.

Our D. S. C. Repair Outfit

Will repair any inner tube, whether auto or bicycle; always handy; fits the pocket; everything in it of the very best.
Contains:

1 piece of Pure Rubber Patching
1 piece of Sandpaper
1 box of Talcum Powder
1 piece of Adhesive Canvass
1 tube of Eagle Cement

Ordorless Jet Enamel

for Stove Pipes

Will not burn off. One coat will give a beautiful ebony finish; dries quickly, and will preserve stove pipes from rusting. Especially adapted for registers, grates or iron where a high finish is required. Put up in six-ounce bottles, handsomely labelled, with cork neatly dipped makes an attractive package. Packed 3 dozen in a case.

Best Harness Oil Dressing

Is a paste combination of Neatsfoot and Wax so blended as to give a waterproof that will keep the leather soft and pliable. Put up in pound tins, handsomely lithographed. Packed three dozen and one dozen wood cases.

Eagle Rubber Cement

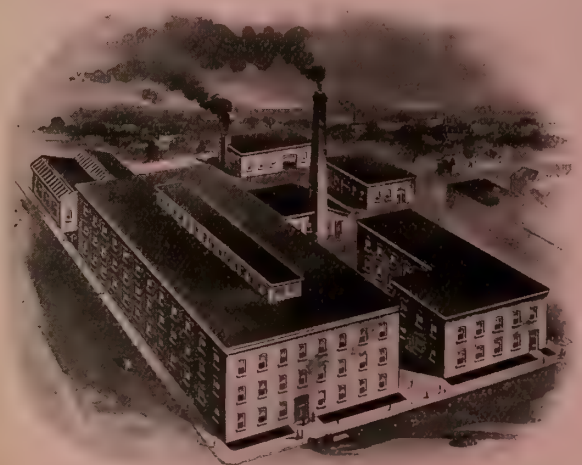
Is recognized by all dealers as being superior to any rubber cement (except our D. R. C. Brand), and is handled by all dealers in such large quantities that we are able to sell it at a price which, considering quality, defies competition. Put up in all styles.

Staon Stove Pipe Enamel

It is a union Japan of extra quality, and is recognized as being superior to any other union Japan on the market. Staon will stand a high temperature, dries quickly, and has no offensive odor. Put up in air-tight tins in three sizes. Labelled with a three-colored varnish label. Packed three dozen to a case.

Staon Stove Paste

Is a compound made from pure Ceylon lead, gives an excellent black shine that will stand over eight hundred degrees of heat without burning off. Put up in penny lever tins, straight sided, so that the polish may be removed very easily without waste. Attractive package, three-color lithographed varnish label. Packed 3 dozen in wood case.



Dominion Specialty Company, Limited

Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

Ideal Silver Cream

It will clean more silverware in less time, with less expense, than any other preparation made. "Ideal" is not an electro-plating preparation; removes nothing but the dirt, leaving the silverware like new. Put up in eight and eighteen-ounce bottles, packed three dozen in case.

Satin Gloss Harness Dressing

A self-shining dressing of exceptional quality for use in finishing new and old harness, and also the best dressing for general use. It is the blackest and produces a beautiful soft, satin gloss finish, for buggy tops, saddles, fly nets, trappings, etc. Especially adapted for bench work. Put up in cans, kegs and barrels.

Very Best Stove Pipe Enamel

It's a Union Japan and is superior to any stove pipe varnish where quality, quantity and price are taken into consideration. Put up in half-pint and pint bottles, with cop and brush.

RE-NU-AL Wood Polish is not a varnish nor does it leave any coating on the surface, merely removes the dirt and brings the original finish back to the varnish. Removes scratches or burnt spots and will clean any varnished wood-work from the cellar to the attic better and with less labor than any other preparation.

When it comes to *Blacking Enamels and Rubber Cement* you cannot make a better step than buying from us. We say this with confidence because our goods have always given the best of satisfaction, and they pay a very substantial profit.

Send us a trial order now.

Klondike Metal Polish

The Monarch of all polishes; imparts a brilliancy to all kinds of metal. It will clean quicker and leave a brighter finish than any other. Made in black and white.

Dominion Specialty Company
LIMITED

Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

Retail Hardware Salesmen—

¶ **DID YOU EVER** weigh up a scoop full of nails or other goods, and then have them spill all over the counter before you could get them parceled?

¶ **IS THERE ANYTHING** more awkward or clumsy than the ordinary round-bottomed scoop?

¶ **GET A NO. 9 CHAMPION** with Flat Rimmed Scoop, and you will never use any other.

¶ **THE SCOOP WILL STAND** on the counter or the floor, **without tipping or spilling the contents.**

¶ Scoop capacity—½ oz. to 30 lbs.
Platform capacity—¼ lb. to 240 lbs.
Size of platform—10 x 13½ inches.

¶ **The most convenient type of scale for Hardware Dealers' use.**

¶ Highly Tempered Steel Pivots and Bearings. Heavy Levers and Frame.

¶ One of the most popular and most generally useful scales ever made.

¶ **CATALOGUE OF IMPERIAL STANDARD SCALES** (120 pages) mailed on request.

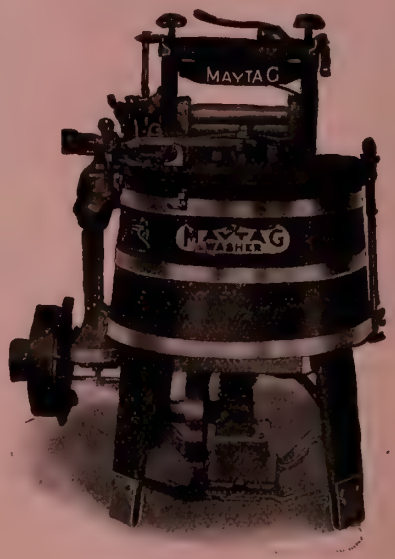
MADE IN CANADA BY

The Burrow, Stewart & Milne Company, Limited

Hamilton Toronto Montreal Winnipeg

The Maytag Multi-Motor Washer

Announcement Extraordinary!



What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

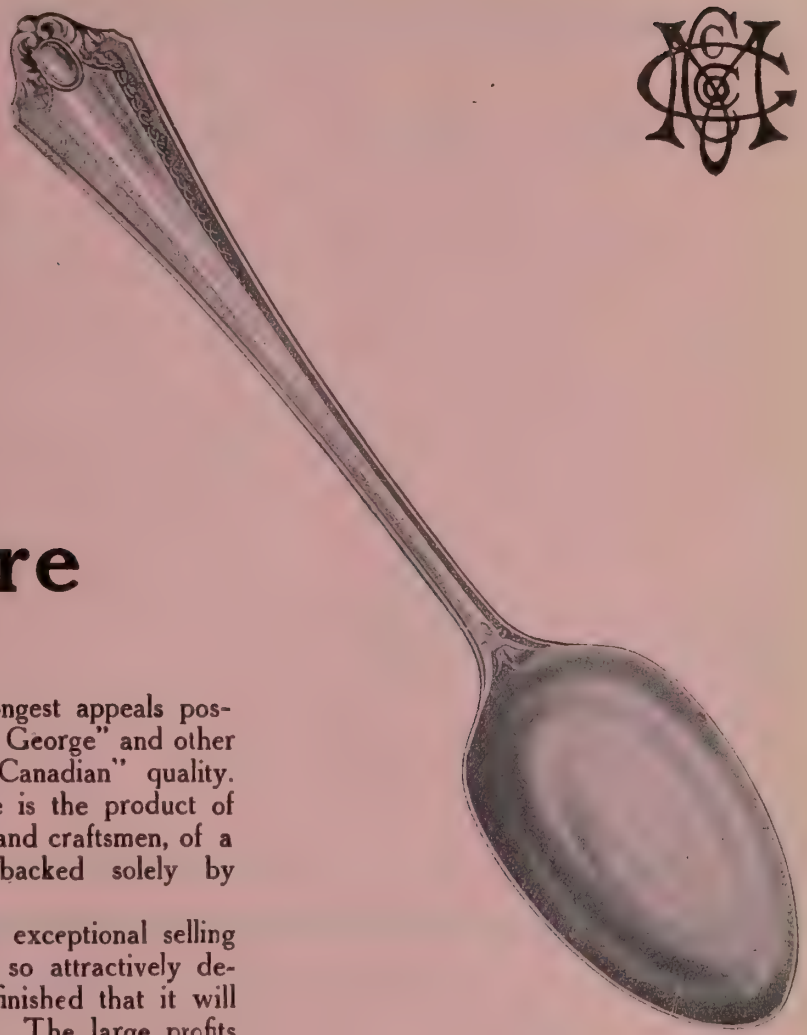
You positively **CAN** sell this washer and, **if you don't,** your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.

WINNIPEG, MAN.

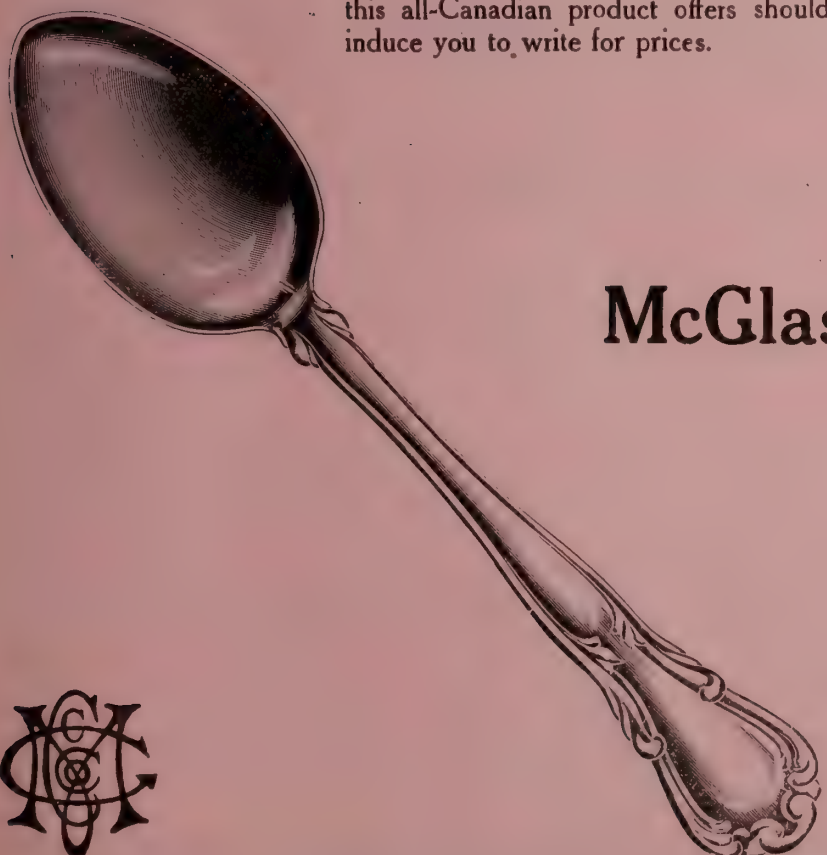
If interested, tear out this page and keep with letters to be answered.



The True Canadian Ware

One of the strongest appeals possessed by our "King George" and other patterns is its "All-Canadian" quality. This distinctive ware is the product of Canadian designers and craftsmen, of a Canadian factory backed solely by Canadian capital.

In addition to this exceptional selling feature, this ware is so attractively designed and so well finished that it will sell on merit alone. The large profits this all-Canadian product offers should induce you to write for prices.



McGlashan, Clarke Co. Limited

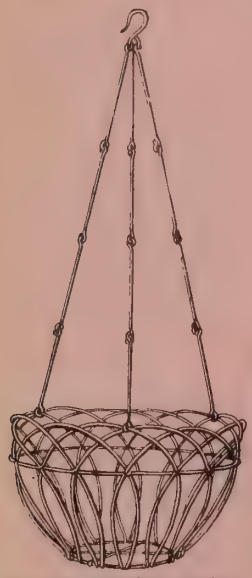
NIAGARA FALLS, ONTARIO

If interested, tear out this page and keep with letters to be answered.

How About *Androck* Specialties

Here are a few items you will have call for this Spring and Summer—real live selling lines, each bearing the Androck Brand which stamps it as an article superior in every particular.

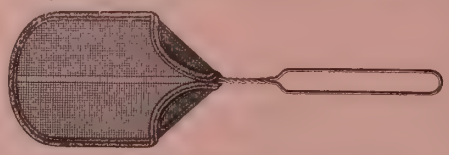
Our new catalogue containing some 250 best selling wire and sheet-metal specialties, will be ready by April 1st. Be sure to get your name on our mailing list.



No. 64. Hanging Basket.

No. 64. WIRE HANGING BASKET
Made in 8", 10", 12", 15".

A great line right now. Show them to your customers and suggest that they have their florist fill them ready for the warm days when the veranda is the home. To be lined with moss. Order by number.



No. 172. FAULTLESS FLY SWATTER

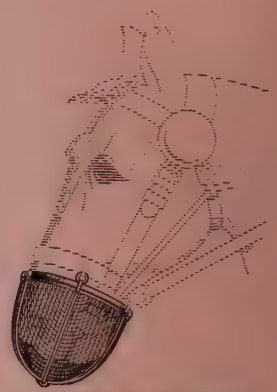
An entirely new line, constructed to overcome the curling and breaking difficulties of ordinary wire swatters; has great lasting qualities; always remains straight. Order by number.

No. 170-4. ANDROCK HORSE NOSE-GUARD

Made especially for the Western trade to overcome the Argentine fly pest so prevalent in Western Canada. Well made, and produces perfect results; cool and comfortable. Order by number.

No. 143. GUARD HANDLE CARPET BEATER

Protects the knuckles from coming in contact with the rough surface of the carpet. Strong; has right hang, sure grip—a sturdy beater for the severest usage. Order by number.

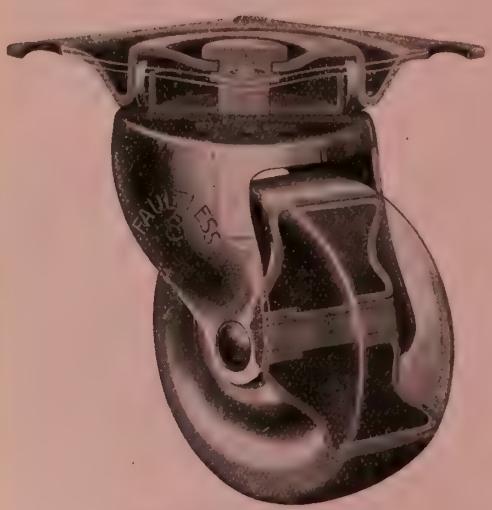


No. 170-4. Horse Nose Guard.

Andrews Wire Works *of* Canada, Limited, WATFORD, ONT.

THE NEW FAULTLESS PLATE CASTER

The Caster You've Been Waiting For



Full Size Cut—Plate 5-8

¶ Three distinct features characterize this FAULTLESS PLATE CASTER. They are:

¶ 1. A heavy top plate, drawn to form one side of a roller bearing raceway.

¶ 2. Countersunk holes, in this top plate, allow screws to fit tightly and fasten the plate securely to any object.

¶ 3. A steel wheel made of two shells with a reinforcement around the bushing.

¶ Perfect in every respect of construction, workmanship and design.

¶ Packed one set in the box with a neat label on one end for YOUR convenience.

¶ Not complicated, but simple, yet neat in design and DURABLE.

MANUFACTURED BY THE

Faultless Caster Company, Evansville, Indiana, U. S. A.

There's a sample here, waiting for you.

If interested, tear out this page and keep with letters to be answered.

1916
Spring Staples

Brooms Brushes

Baskets

Paper and Twines

Egg Cases Butter Tubs

Parchment Butter Paper

Paprus Egg Carriers

WALTER WOODS & CO.

HAMILTON WINNIPEG

If interested, tear out this page and keep with letters to be answered.

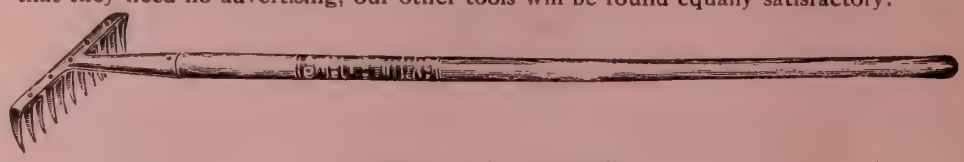
W P WARD

GARDEN TOOLS

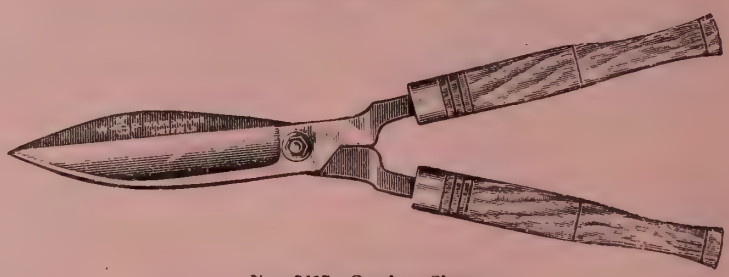
Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order, Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork

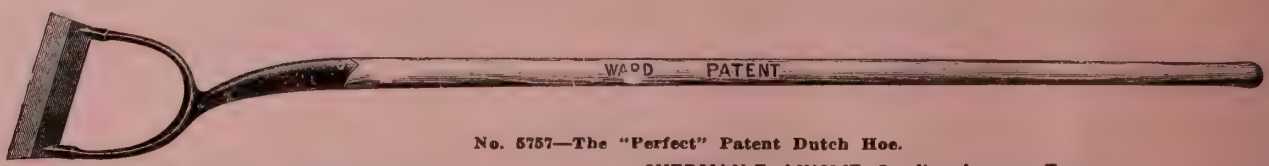


No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears. Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

ROPED EXTENSION LADDER

The housewife wants insurance

when she risks her life on a step ladder during the spring house-cleaning season—and you can give it to her in the

STRATFORD STEP LADDERS

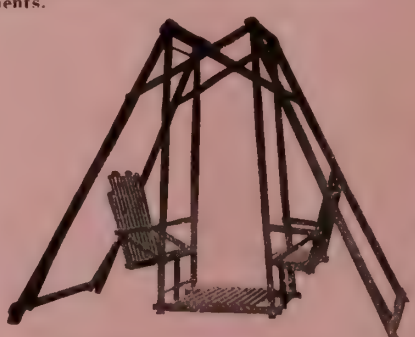
They are built to take the strain of a heavy weight, to stand the hard usage of continual use. They are a guarantee of safety. Remember this, Mr. Salesman, when selling a Stratford Ladder or any Stratford product, "We stand back of our lines." Here are a few of our specialties—

LADDERS, CAMP AND LAWN FURNISHINGS, PAINTERS' TRESTLES, IRONING AND BAKE BOARDS, CLOTHES DRYERS, ETC.

Ask for catalog No. 5. We supply all electros of all our lines—Use them in your Spring and Summer Advertisements.

No. 0—GARDEN SEAT

HERCULES



ONTARIO LAWN SWING

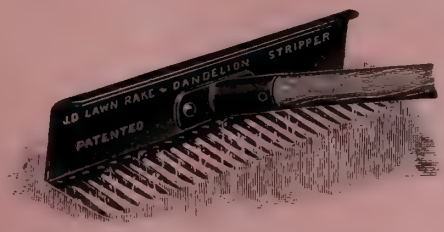
No. 17—LAWN CHAIR

The Stratford Mfg. Co., Limited, Stratford, Ontario

SELLING REPRESENTATIVES:
Roy E. Harris, Stratford; J. H. Hanson, 422-424 St. Paul St., Montreal, Que.; The H. S. Mussett Co., 202 Donalda Building, Winnipeg, Man.; Frederic Sara, 1309-12th St. West, Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

THE J. D. LAWN RAKE



MADE IN CANADA

AND DANDELION STRIPPER

The J. D. Lawn Rake will help Rake in the Profits

A scientific advance in rakes. The J. D. Rake will clean a lawn perfectly and will not tear up the roots of the grass, as the teeth run parallel to the ground. Made of steel in two sizes—20 inches and 15 inches. Finished in black japan. Write us for prices and send the name of your jobber.

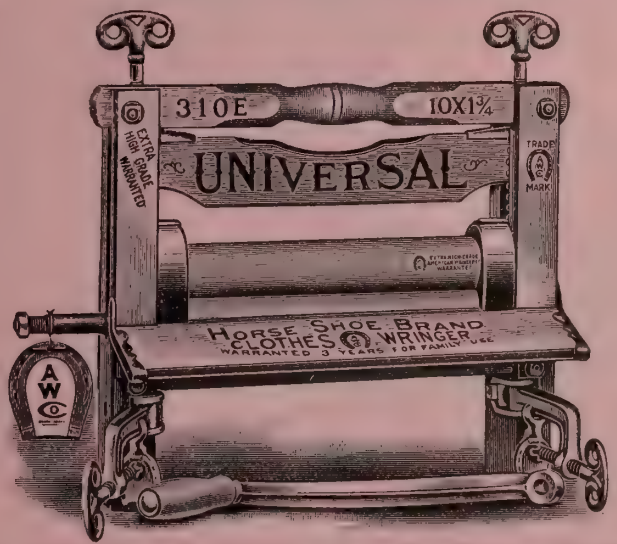
The Doust Specialty Company, Limited
77 YORK ST. - - - - TORONTO

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

If interested, tear out this page and keep with letters to be answered.

JUST A MOMENT, SIR!

Will You Kindly Take Time To Read This?

St. Bazile de Portneuf, in the Province of Quebec, is not a very large place, but it is most important in one way that you should not lose sight of.

In this town there is a factory devoted to the manufacture of brooms. It is an up-to-date factory, equipped with the most modern machinery. The operators are experts in their line — the best that can be obtained.

The corn used in these brooms is the finest that America produces, carefully selected—of a quality that cannot be surpassed.

As to price you will find that it is possible to purchase as good brooms as you now have for less money or better brooms for the same money.

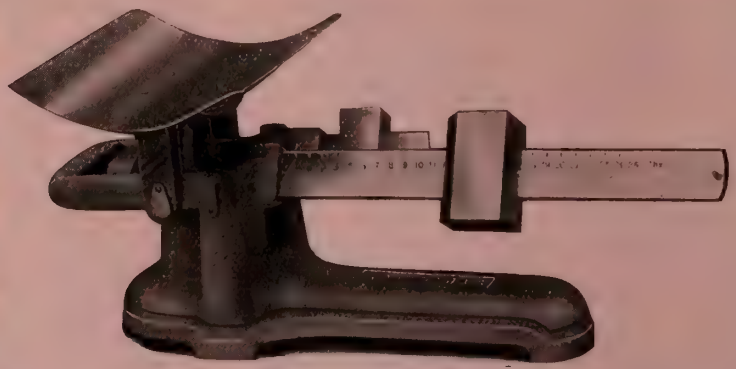
If you have not seen this line you have not seen the best that's offered in brooms.

Write to-day and let us send you full particulars and prices.

American Broom Works, St. Bazile de Portneuf, P.Q.

THE FINEST SCALE MONEY CAN BUY

Offered this Month at Less than Half Regular Cost



It's a FAIRBANKS SCALE Made Exclusively for Us. Capacity 26 lbs. by ozs.

Heavily enamelled blue-silver trimmings. Four point bearing base. Curved plate 9 inches by 10½ inches. Equipped with double beam, giving full capacity of scale. No loose weights or counterpoise to lose or get out of adjustment. The 2 beams are attached at an angle of 60 degrees, thus allowing the user to read at a glance the exact weight of the article on the pan. Scale is certified by weight department for dealers' use with complete 50c license.
If for any reason a dealer is not satisfied with this scale, we refund all charges paid by him.

Pan and beams heavily nickel-plated, nothing to rust—Scale is 24 inches long—10 inches high—weight unpacked 29 lbs. PRICE, $8.00—freight prepaid—complete satisfaction guaranteed. Check, money-order or cash must accompany your order. Prompt delivery.

Sold Only by CONSOLIDATED JOBBERS 142 Victoria Street TORONTO

If interested, tear out this page and keep with letters to be answered.

It is Not Hard to Make Ice Cream

but certainly there is a knack in making the best ice cream—that product that is the most delicious because it is firm and uniformly smooth and velvety in texture.

In making ice cream it is essential that it be thoroughly stirred and beaten while being frozen; in making the best, the knack is to give the cream three movements in place of the usual two—in other words, to do it

with the WHITE MOUNTAIN Freezer

The Only Triple Motion Freezer on the Market

Strong and durably made:
Sound tubs—Malleable castings — Strong cans heavily coated with tin.

Simple and easy to operate:
Cream frozen by this method takes only three minutes.

Clean and Sanitary:
Can, dashers, etc.—all removable for washing.

Made in all sizes—one to suit every requirement.

Summer days are ice cream salesmen; let them sell freezers for you

LONDON TORONTO
MONTREAL
ST. JOHN, N.B. HAMILTON

McClary's

WINNIPEG VANCOUVER
CALGARY
EDMONTON, SASKTAOON

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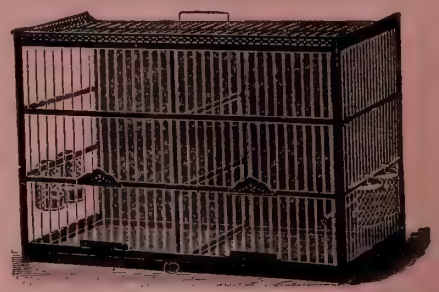
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.



No. 868 Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 88 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

THE ANDREW B. HENDRYX COMPANY, New Haven, Conn.

Butler's

FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own **premises**, from finest grade of steel, regardless of **cost**, by skilled workmen.

Butler's "**KEEN**" and other Razor brands are BEGUN AND FINISHED at Trinity Works, **NOT SENT** to Germany for grinding.

"Sheffield made, Both haft and blade."

TRADE-MARKS

Regd. A.D. 1681 | "BUTLER" 1768 | ART

Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Table and Pocket Knives, Razors and Scissors

GOLD MEDALS—GRAND PRIX

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

1835 JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A. 1916

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

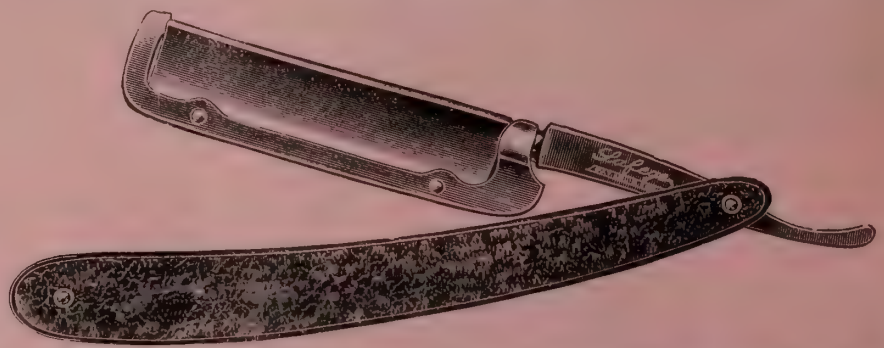
Scale Makers Since 1835

A Man's RAZOR

Canadian Agents:

Saunders & Wainwright

204 St. Nicholas Bldg.
MONTREAL, Que.



Just the thing for the Traveller, No Blade Expense, Guaranteed for Life

Ask for Samples.

A Safe RAZOR

Geneva Cutlery Co.

GENEVA, N.Y.
U. S. A.

If interested, tear out this page and keep with letters to be answered.

"The Best Lamp I Have Ever Used"

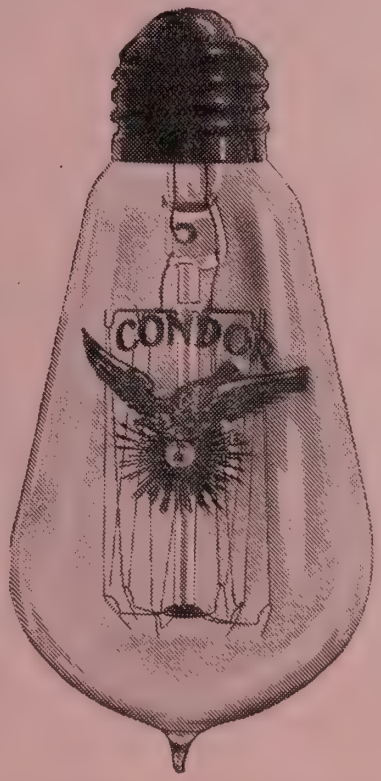
That is what a good many of our dealers tell us they hear from their customers, who are regular users of "Condor" Lamps. All lamps are judged by the service they give and it is this service that is building the reputation of "Condor" Lamps. It is this service that you sell every time a customer buys a "Condor" Lamp from you.

CONDOR Reflector Lamps

A concentrated spiral filament lamp of very rugged construction that will stand jarring and vibration.

You save money by substituting smaller watt CONDOR reflectors for larger watt regular type. You get more for your money by getting more light.

The "CONDOR" Reflector will give ABOUT TEN TIMES AS MUCH LIGHT downward as a regular Tungsten lamp of the same wattage.



NITROGENS

Everything that modern science can produce is at the disposal of our factory to make CONDOR lamps the brightest, longest lived and most efficient, so **you** can sell them better and so your customers will get such satisfactory service from them that they will always be CONDOR users.

But for all this we have not advanced the prices; as a matter of fact you can buy CONDOR Nitrogen, Tungsten, Reflector and Carbon lamps as cheap as a good many other brands that give **less service.**

If you're not a CONDOR dealer, why not? We guarantee price, shipments, quantity and quality. Get the latest CONDOR price lists.

No advance in prices. Quality considered our prices can't be beaten. Let us send them. Ask us about Carbon Lamps.

SOLE AGENTS:

THE BASTERS, JACKSON COMPANY

22 College Street **TORONTO**

Western Canada Distributors: HOUSTON & CO., Limited, Cumberland Block, Winnipeg, Man. P.O. Box 773

If interested, tear out this page and keep with letters to be answered.

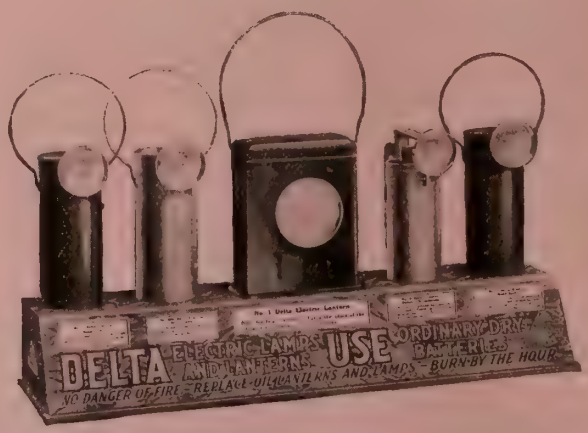
Make Every Customer A Carborundum Purchaser

EVERY man has his own idea of razor stropping. Just tell him how a few strokes of his razor on the corrugated side of a Carborundum Strop will keep that razor in better cutting condition. ¶ The smooth side will give a keen, hair-splitting, non-pulling edge. ¶ It's up to you, Mr. Hardware Dealer, to give him a demonstration—to point out the advantages of having two strops in one. Show him the quality of the leather—it is genuine shell horsehide, specially tanned and prepared. Incidentally, just mention the trimmings and novel attaching devices. Let us help you with your Carborundum window. It will increase sales.

Lithographed cut-outs and sales helps furnished upon request.

The Carborundum Company
Niagara Falls, N. Y.

DELTA ELECTRIC LAMPS



DELTA ELECTRIC LAMPS

A LAMP FOR EVERY PRACTICAL PURPOSE

Delta Lanterns are made under the most favorable conditions, out of the very best materials, by the highest grade workmanship — branded with the name DELTA to protect ultimate users, dealers and jobbers against rank infringement.

INDISPENSABLE TO FARMERS, WATCHMEN, DELIVERYMEN and all persons having use for a reliable, cheap and efficient light.

THEY BURN FOR HOURS ON AN ORDINARY DRY CELL.

THE MAINER ELECTRIC CO., LIMITED

61-63 ALBERT STREET, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S

BT POWER WASHER AND WRINGER

Here's a machine that will increase washer sales.

The increased use of electric power predicts a rosy future for it in our cities and towns. There is power in some form on almost every farm, so the outlook in rural communities is equally bright.

The BT Forest City, fitted with electric motor or for gasoline engine, is just the machine the trade has needed.

A SIMPLE MACHINE

There is less machinery and fewer working parts on this machine than on some hand washers. It is so simple that it hardly looks like a power washer at all. Note that the top of the washer is almost level. There are no exposed parts, no cog rack running across the lid, no awkward arm at the side of the tub, no dangerous shaft or chain. The parts are few in number, compactly designed and perfectly enclosed. This is just the type of power washer that is needed in the home.

SOME HANDY FEATURES

One handle on this machine, shown just beside the wringer, controls every operation. A simple turn will stop or start the washer, make it wash and wring separately; make the wringer run in one direction or reverse and run in the opposite direction. This handle gives such complete control and the machine is so simple to run that any woman or girl can operate it. In case of accident in the rolls, she can stop the wringer instantly.

NO DELAY WITH THIS MACHINE

While one tubful of clothes is washing another can be wrung out of the rinse water. It is not necessary to wait till the washing is done before starting to wring.

The moment the lid is opened the washer stops. When the lid is closed again the washer automatically starts. There is no need to stop the motor or engine to put in or take out the clothes.

There is a faucet beneath the tub to drain it and a galvanized drain board provided, so the washer does not need to be tipped. This is a very desirable feature, preventing a lot of slopping and insuring proper drainage as well as lightening the wash day's work.

Beatty Bros., Limited
FERGUS, ONTARIO

Edmonton, Alta.; Winnipeg, Man.; Montreal, Que.; St. John, N.B.

BT Pumps, Daisy Churns, Washing Machines, Ladders, Steel Tanks, Hay Tools, Wringers, Barn Door Track, Pipe and Barn Equipment.

BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S

BT

DAVIDSON'S

Frost River Refrigerators

They Last a Lifetime.

Frost River Refrigerators are made of sheet steel galvanized.

The exterior is finished in a beautiful, glossy French grey enamel.

The interior is finished in white enamel. The tinned wire shelves will not rust.

All inside parts are removable for cleaning.

Locks, hinges and handles are polished solid brass.

Ice Economy is one of the many advantages of The Frost River Refrigerator over any wooden Refrigerator made.

Made in three sizes.

Write for prices.

Japanned Water Coolers

in blue, green or French grey, and attractively decorated. Fitted with nickel-plated faucets.

Six sizes: 2, 3, 4, 6, 10 and 15 gallons. Sizes 3, 4, 6 and 10 can be supplied with carbon filters.

Shepard's Ice Cream Freezers

The best on the market. Made in nine sizes: 1, 2, 3, 4, 6, 8, 10, 12 and 14-quart. The 14 and 20-quart freezers are fitted with flywheel.

The Thos. Davidson Mfg. Co., Limited

TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

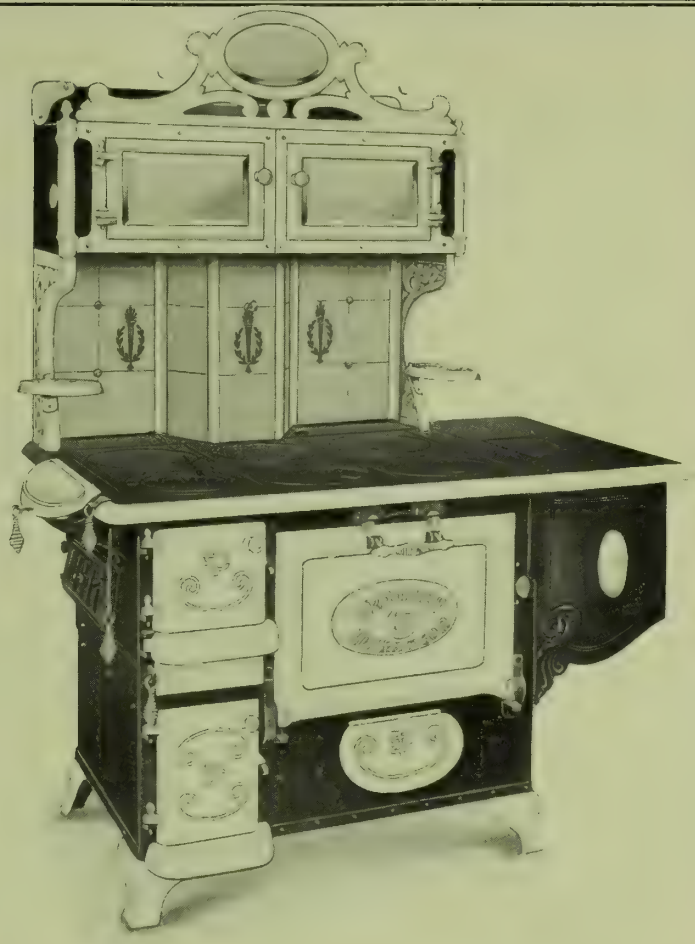
The Premier

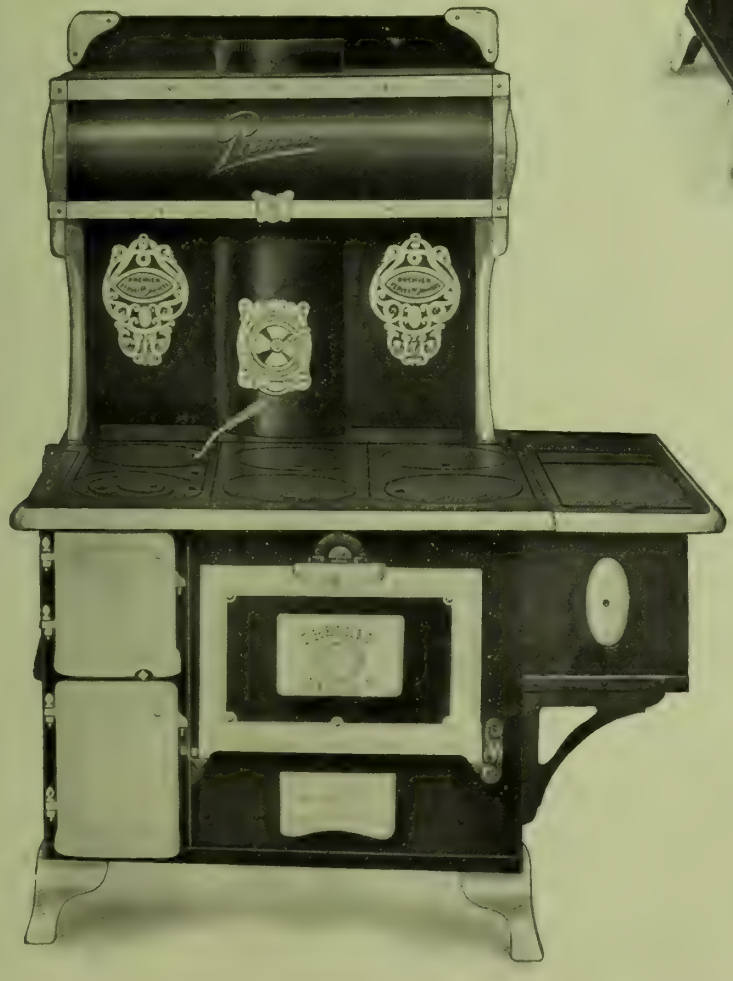
Canada's Foremost Range

will give a lifetime of satisfaction. There is a Premier for every demand.

Premier Marathon
Premier Cordova
Premier Leader
Premier Royal
Premier Chieftain

Every Premier Range is Guaranteed.





THE PREMIER MARATHON

The Range that has stood the test of time, showing our Persian Closets, comprising tiled back and tiled pipe.

The Marathon is rated A1 in the stove world.

Made of the best material procurable, and every detail of construction given the most careful attention, with the result that we have all that is best in a Steel Range.

THE PREMIER LEADER

The most talked-of range in Canada on account of the remarkable popular price. The Leader is a splendid steel range. It gives entire satisfaction. You can sell a Leader when you can sell no other. Write for prices.

The Thos. Davidson Mfg. Co., Limited

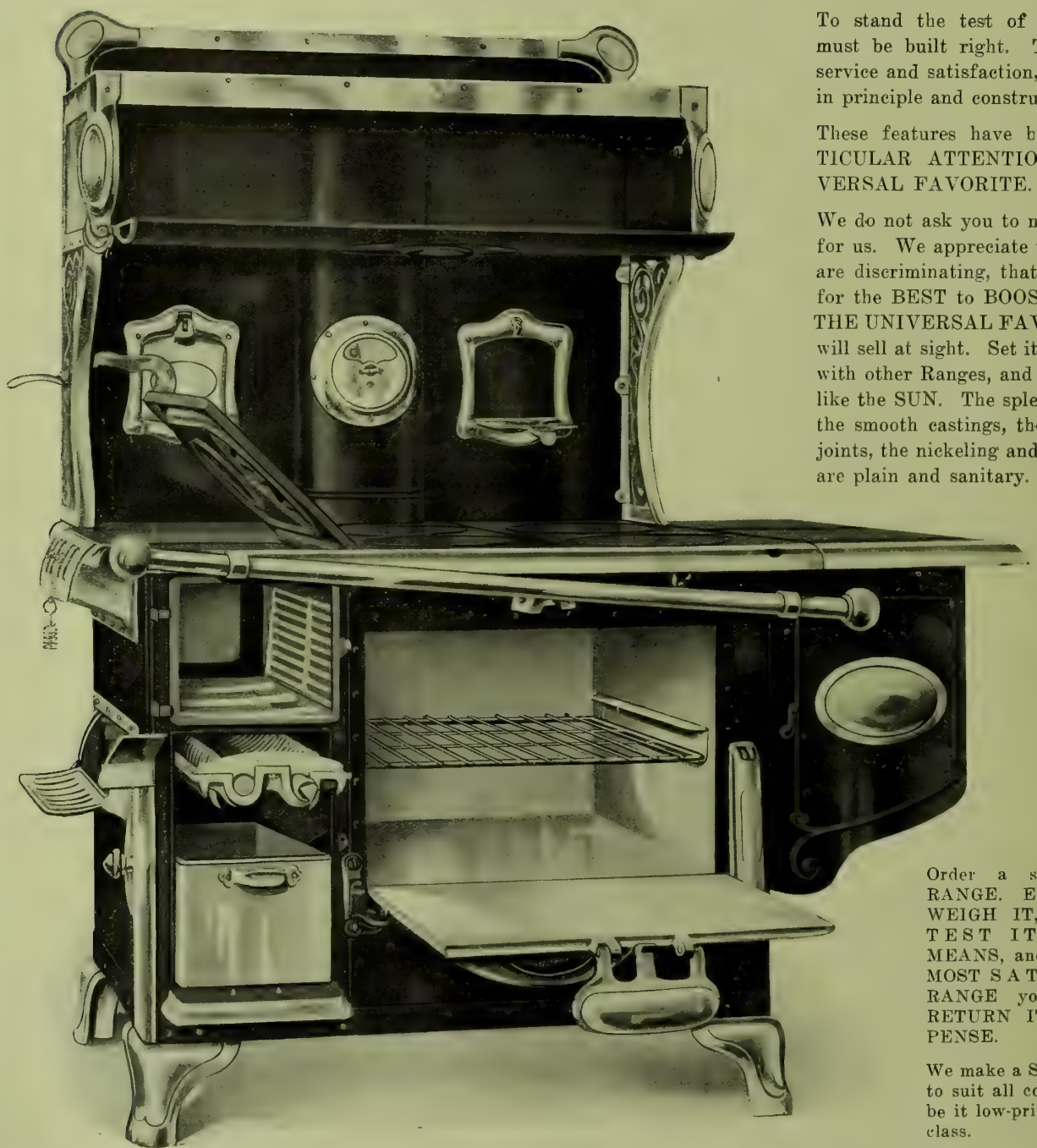
WINNIPEG **MONTREAL** **TORONTO**

If interested, tear out this page and keep with letters to be answered.

Appearance—Long Service—Convenience

The idea carried out at every step in the manufacture of

Universal Favorite Range



To stand the test of time a RANGE must be built right. To give constant service and satisfaction, it must be right in principle and construction.

These features have been given PARTICULAR ATTENTION in the UNIVERSAL FAVORITE.

We do not ask you to make experiments for us. We appreciate the fact that you are discriminating, that you are looking for the BEST to BOOST your business. THE UNIVERSAL FAVORITE RANGE will sell at sight. Set it up in your store with other Ranges, and it will stand out like the SUN. The splendid appearance, the smooth castings, the perfectly fitted joints, the nickeling and decorative parts are plain and sanitary.

Order a sample of this RANGE. EXAMINE IT, WEIGH IT, MEASURE IT, TEST IT BY EVERY MEANS, and if it is not the MOST SATISFACTORY RANGE you ever handled, RETURN IT AT OUR EXPENSE.

We make a STOVE or RANGE to suit all conditions of trade, be it low-priced or the highest class.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

If interested, tear out this page and keep with letters to be answered.

The "Sterling" is the Last Word in Furnace Construction

In the modelling of the "STERLING" every advance in the construction of WARM AIR FURNACES was carefully noted and adapted, together with many new and exclusive features, so that the STERLING FURNACE is a HEATER, combining the HIGHEST EFFICIENCY and the GREATEST DURABILITY.

A Few of Its Special Features

The **HEAT APRON** encircling the Firepot inside the Casing is a new departure in furnace construction. This feature enables to guarantee the heating of a **HOUSE** with a saving of 10% in **FUEL.** This is accomplished by the **MARVELLOUSLY EFFICIENT HEAT APRON** utilizing the heat that is radiated and lost in the **CELLAR** from the average Furnace.

LARGE ASHPIT with Square Back.

THE FIREPOT is made in two sections with Deep Cup Joints.

FOUR TRIANGULAR GRATE BARS operated in pairs—Any section can be taken out without the removal of a bolt. **THE RADIATOR** and **COMBUSTION CHAMBER** are perfectly proportioned for air and heat supplies. Has Heavy Cast Iron Top and Bottom with 12-gauge Copper Bearing Steel Sides. The joints are dovetailed and the cement cannot fall out, making the RADIATOR absolutely DUST-PROOF and GAS-PROOF.

COMBINATION DIRECT DRAFT and GAS DAMPER. LARGE FEED DOOR, COMBINATION CHECK and HEAT REGULATOR. THE FRONT OF THE FURNACE IS FLAT, MAKING THE FEED CHUTE UNUSUALLY SHORT.

THE STERLING FURNACE is easy to install because there is **HAND ROOM** for **EVERY OPERATION.** THE DEALER who installs the Furnace will appreciate this, and so will the man who pays for the job, for it takes less time and costs less to install a "STERLING."

MADE IN FOUR SIZES—19-INCH—21-INCH—24-INCH—AND 27-INCH FIREPOTS. THE "STERLING" IS NOT A HIGH-PRICED FURNACE, BUT A HIGH-GRADE FURNACE. SECURE THE AGENCY AT ONCE—IT'S A MONEY-MAKER.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

If interested, tear out this page and keep with letters to be answered.

The Empire Malleable Range

Mr. Hardware Man:

This is a range that will increase your business with the class of trade you have been catering to —the Farmers.

Why let the range peddler get this trade when you can give better value and sell at the price of an ordinary steel and cast range?

There is Money in this for You

SPECIFICATIONS:

With or without pouch feed.
Oven 20x22x12, 16-gauge steel.
Planished Steel Body
Heavy duplex grates.
Wood grate will take 22" stick.
Copper Reservoir will heat eleven gallons of water in twenty-five minutes.
Top, Oven Door and other parts easily broken are malleable.

The only Malleable range sold direct to the trade.

We would like the opportunity to quote prices.

We manufacture and carry a full line of Floor and Sidewall Registers in all finishes, Black Enamel, Oxidized and Brass.

Empire Side Wall Register

The Canadian Heating & Ventilating Co., LIMITED

OWEN SOUND, ONTARIO

If interested, tear out this page and keep with letters to be answered.

A Confidential Chat with the Prospective Buyer

CANADIAN JEWEL GAS RANGES

¶ NEED NO INTRODUCTION to the Stove Trade of Canada, and our many Exclusive Agents will answer for extensive sales and delighted users.

¶ We only wish to remind the Prospective Buyer that the same High Standard of Quality and Finish is being maintained and embodied in our 1916 output.

¶ In the matter of Substantial Construction, Improved Exclusive Features and Excellent Working Qualities, **Canadian Jewel Gas Ranges have no superior.**

Cut shows our No. B226 with White Enameled Panels.

¶ THE PROSPECTIVE BUYER, in selecting his lines for the coming season, cannot afford to ignore the Canadian Jewel, NOT MERELY BECAUSE THEY ARE "MADE IN CANADA," but on the basis of merit alone.

¶ IN THE BUILDING OF GAS RANGES we are the Canadian Pioneers and recognize no Peer, either in Canada or the United States.

¶ AND LASTLY: the enormous variety of Styles and Sizes enables you to meet every demand, and suit the most exacting buyer.

ARE YOU A CANADIAN JEWEL AGENT?

If not, better get "in right" and ask to have our salesman call on you.

Flexible Steel Gas Tubing, excellent quality, in made-up lengths, or by the foot.

JEWEL GAS WATER HEATERS

With Copper Coils or Discs.

NATURAL GAS BURNERS

Air Mixers and Supplies.

Jewel Hot Plates, all sizes and styles.

MADE IN CANADA BY

The Burrow, Stewart & Milne Company, Limited

MANUFACTURERS AND IRON FOUNDERS SINCE 1864.

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

TO THE HEATING TRADE

Now is the time to go after and *secure for yourself* the cream of the Furnace business. People who have suffered from cold houses during the recent severe weather are *NOW* in the mood to consider changing to a *good* and *economical* heating system such as the

PEASE ECONOMY (700 Series) WARM AIR FURNACE

See them and close the order *NOW* for Summer delivery, before they forget their troubles and change their minds.

WE ARE READY TO HELP YOU

If you have a problem a little out of the ordinary or some prospect you cannot close, drop us a post card immediately and we will have one of our experts go out with you to see this prospect and show the most economical method of installing a heating system.

Our travellers go all over the country drumming up business *for you.*

Remember you make a friend of your customer every time you install a Pease Furnace or Heating System.

"PEASE" FURNACES

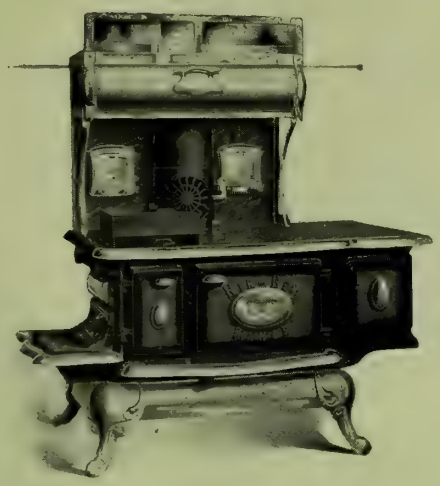
MANUFACTURED BY

PEASE FOUNDRY COMPANY, LIMITED

Offices: TORONTO **Works: BRAMPTON**

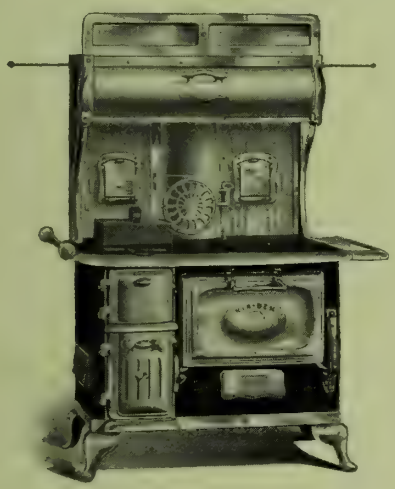
Branches: WINNIPEG VANCOUVER HAMILTON

If interested, tear out this page and keep with letters to be answered.



KIR-BEN STEEL RANGE

We announce for 1916 the Kir-Ben High-Grade Steel Range. Shipments have been going forward for the past 30 days and orders now received will have immediate attention.



Quality and construction are the very best and no expense has been spared that would in any way increase the efficiency of this Range.

Kir-Ben interchangeable Reservoir may be placed on either end of the Range and the water will heat quickly with moderate fire. Waterfront has large capacity.

Fire-box is large, Flues are right, Nickelled Rails are detachable, and everything is up-to-date.

Oven is 20½ x 20 x 12½. Top is Kir-Ben sectional style with six No. 9 covers.

Kir-Ben Lines Include

Kir-Ben Furnace for Coal and Wood.

Kir-Ben Furnace for Wood only.

Iron Duke Furnaces for Coal and Wood.

Royal Furnaces for Coal and Wood.

Kir-Ben Registers.

Kir-Ben Cast Ranges, in three styles, each in a full line of sizes and accessories.

Duplex Grates, when reversed, make the finest wood fire-box of any combination coal and wood grate on the market.

Special Wood Fire-box is very large and takes wood 26 inches long.

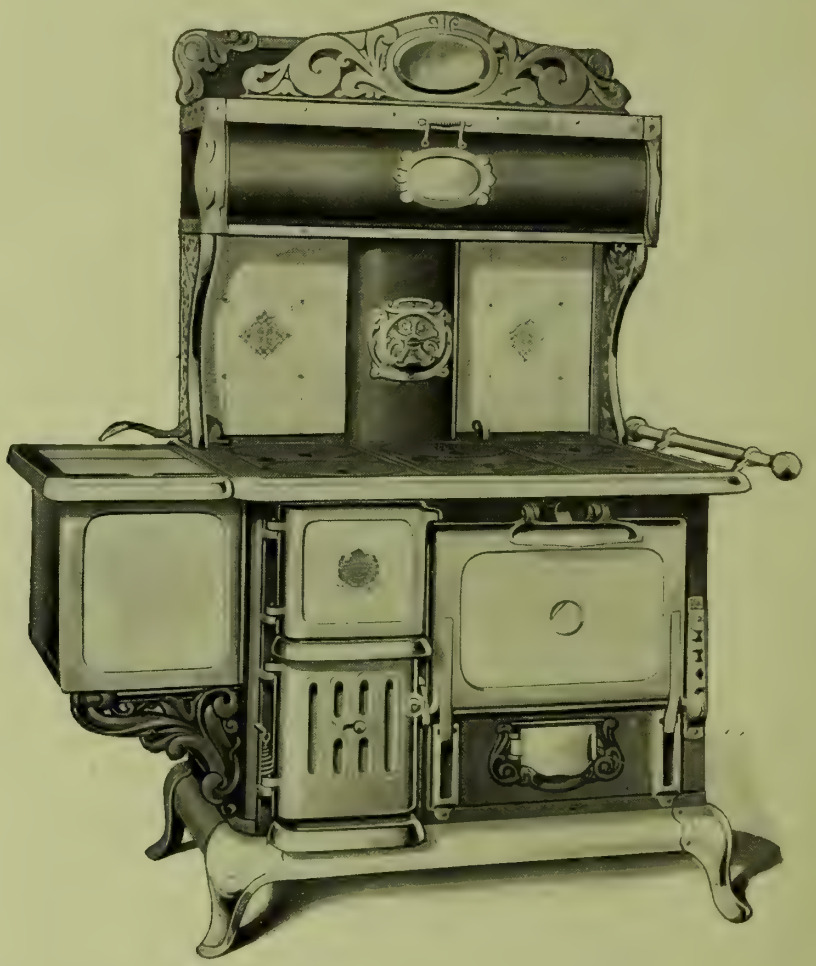
Supplied with Kir-Ben Economic Damper, Broiler and Toaster, it constitutes the most efficient cooking apparatus ever offered for domestic use.

KIR-BEN AGENCY IS THE BEST

KIR-BEN, LIMITED, Almonte, Ontario

If interested, tear out this page and keep with letters to be answered.

NOTE THE BACK AND DOOR PANELS OF PORCELAIN ENAMEL.



The Porcelain Enamel Line

This year, the newest and most attractive ranges have panels of clear white porcelain enamel. The high closets, door-panels, reservoir ends, all have this sanitary and popular finish.

To show these modern ranges is to be sure of attracting the better buyers to your store.

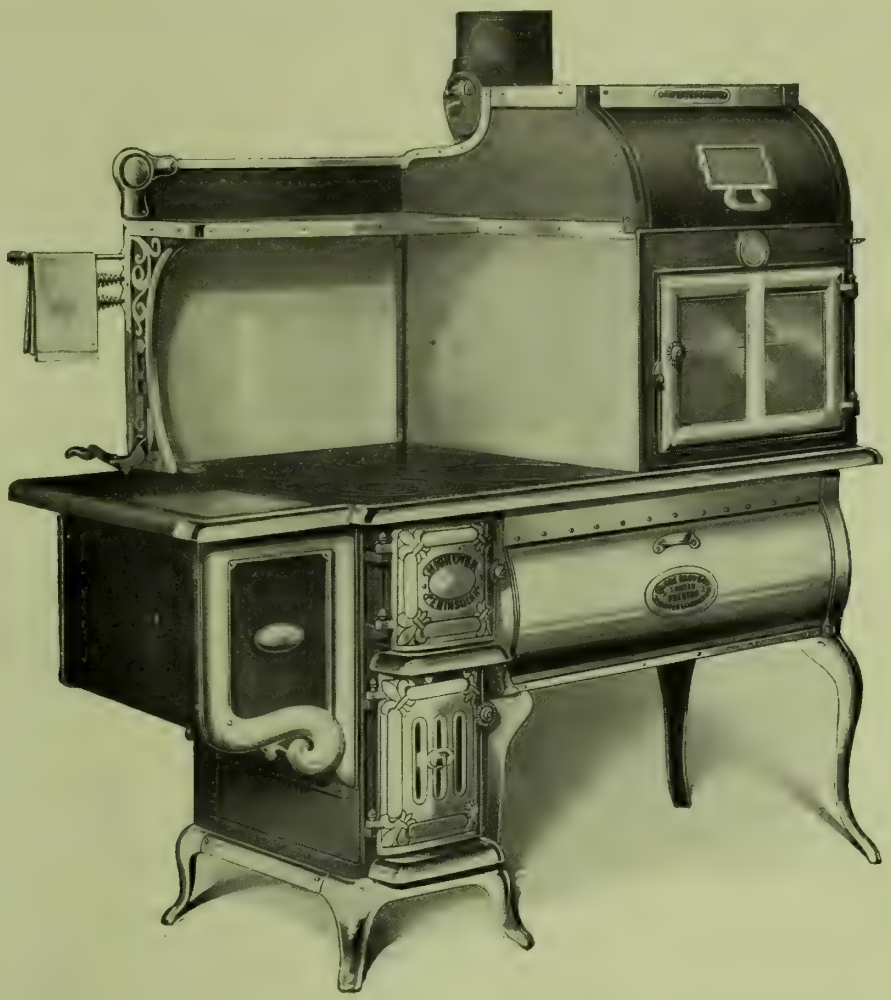
Clare Bros.' Ranges may **all be had with porcelain enamel finish.** All sizes and styles are illustrated in our new catalogue now on the presses. A look through this collection of modern ranges will convince you that the porcelain enamel has added an atractiveness that you cannot afford to omit from your line.

Send a postal for one of the first copies of the catalogue

CLARE BROS. & CO., Limited PRESTON ONTARIO

CLARE BROS. WESTERN LIMITED, WINNIPEG

If interested, tear out this page and keep with letters to be answered.



NOT A GAS RANGE

Eyes have they—the women

—and that accounts for the sales records that hardware merchants are making with this wonderful Lighter Day Range.

A glance shows the women that they need never stoop to attend to this high oven range. This is what they see:

The **High Oven** that does away with tiresome stooping on bake days.

The **fine novel appearance,** the plain nickel—the sanitary porcelain enamel.

The **glass oven door,** particularly handy because it is at standing height.

The **heated warming closet** in a new handy location.

The **inside pot-holes** to keep cooking odors from spreading.

The **thermometer** and cooking chart at standing height.

The **large storage** for pots and pans.

The **clear sweeping space.**

The **toasting lever** to raise the whole front section of the top.

The **handy towel rack.**

The **high shelf** in addition to the warming closet.

The **long fire-box** for burning wood.

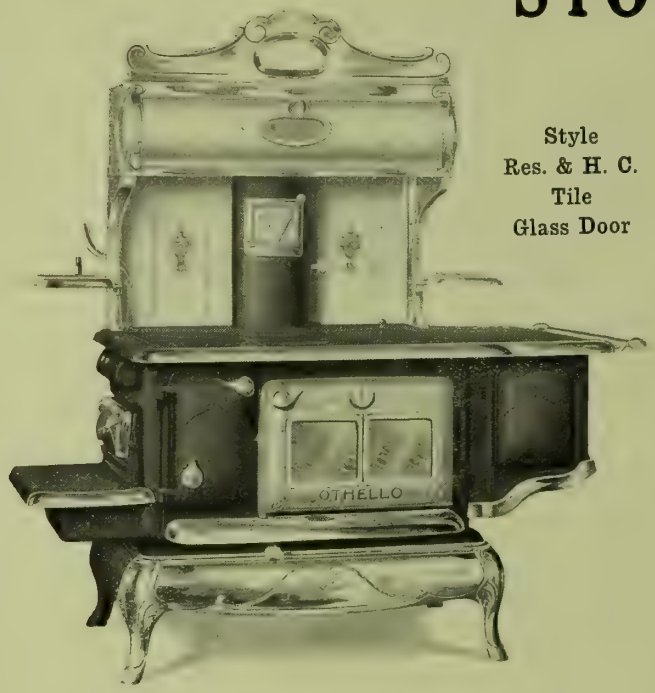
Order a Lighter Day Range and place it on your floors. Your customers will prove absolutely its powerful selling value.

LIGHTER DAY *A Clare Bros.* HIGH OVEN RANGE

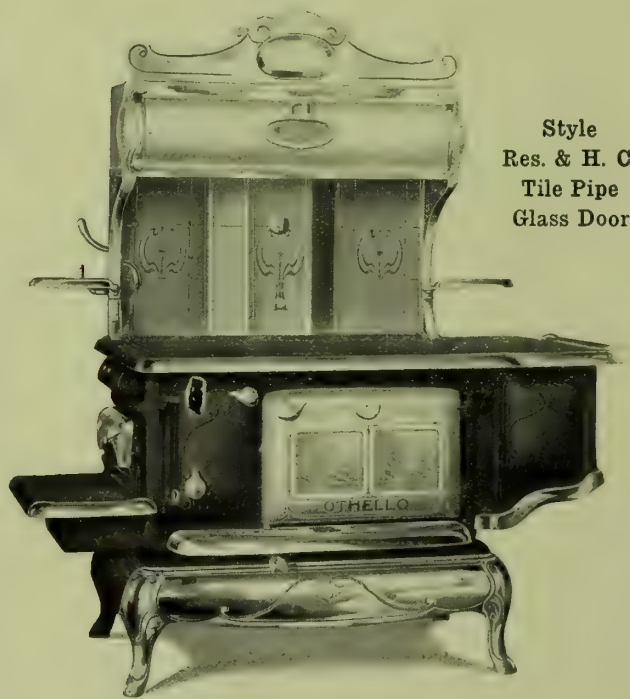
CLARE BROS. & CO., LIMITED, PRESTON, ONT.

If interested, tear out this page and keep with letters to be answered.

Mr. Dealer—Are you handling "TREASURE" STOVES and RANGES?



Style
Res. & H. C.
Tile
Glass Door



Style
Res. & H. C.
Tile Pipe
Glass Door

Treasure Draft Control (Patented), used in Treasure High Closet.

Do you sell the "OTHELLO"?

If not, why not?

All LIVE STOVE DEALERS sell the "OTHELLO TREASURE."

WHY?

Because it is the largest and most massive Coal and Wood Range made.

Because its beauty in Design, large Firebox, perfect flue and working qualities are unapproachable for a large Range.

Key Plate Top; extra heavy Duplex Grates; Interlocking, Ventilated Linings, Patented; Moore's Patent Draft Control Damper; Polished Top; Glass Oven Door; Lift-off Edges; Steel Oven Bottom.

IDEAL RANGE FOR FARMER.

NO WORRY!

THEY SELL! ! ! !

THE D. MOORE COMPANY, Limited

HAMILTON, CANADA

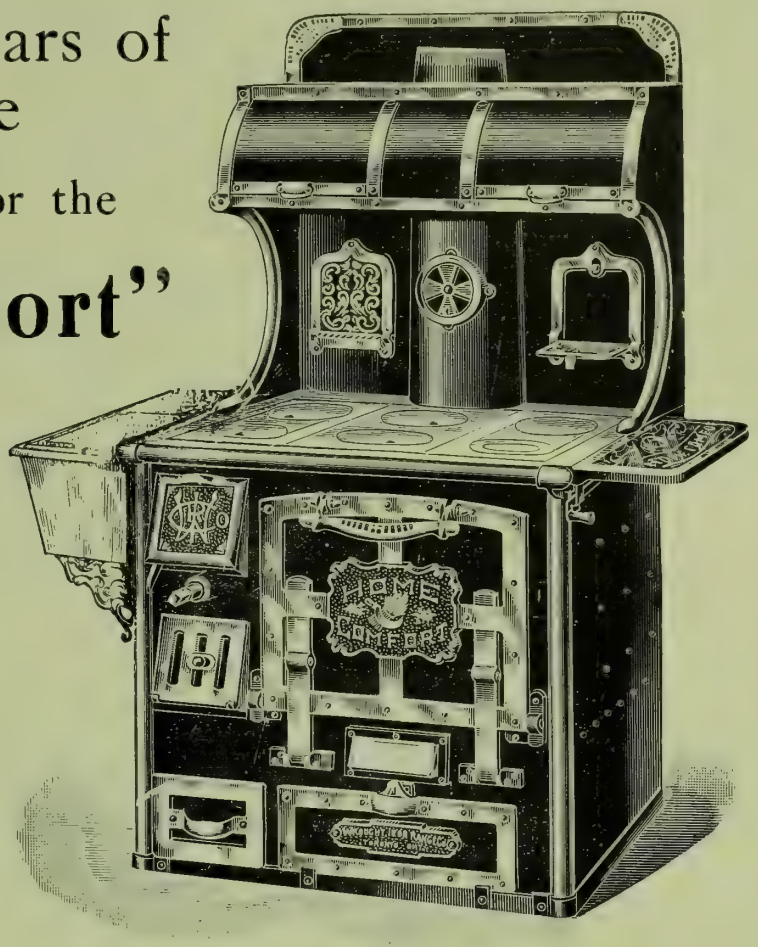
Largest Manufacturers exclusively of Stoves and Ranges in Canada. AGENCIES: J. A. Evans, Market and Princess Sts., Winnipeg, Man.; John Burns, Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

Over Twenty Years of Good Service

is nothing unusual for the

"Home Comfort" Range



For the past fifty years this range has been sold direct to the consumer, but the policy of this company having been changed, we are now offering the Home Comfort Range for sale through the trade, which policy will be maintained in the future. Would it not be advisable to inquire if your territory is still open?

Study this splendid construction

MATERIAL. Range is made from the best quality of open hearth, close annealed, cold rolled steel, and trimmed with the best quality of soft annealled malleable iron, making a practically indestructible combination.

BODY. Body is made of 16 gauge open hearth, close annealed, cold rolled steel, in one piece.

OVENS. Ovens are made of 14 gauge open hearth, close annealed, cold rolled steel, with 12 gauge bottoms of the same material, heavily braced with malleable iron to make warping impossible, also having heavy malleable frames at the back and front of oven which are closely rivetted to the body of range, and greatly increasing the strength and durability of both.

FIRE BOX. Fire box of range is lined throughout with heavy grey iron castings, having projections that retain the fine ashes and thereby increase the extraordinary enduring qualities of these linings.

GRATES. Grates are of the heavy duplex pattern, so designed that it is practically impossible to break them, or put them out of order in any way, and so arranged that they need only be reversed for burning wood.

WARMING CLOSET. Warming closet is made of highly polished steel, with double rolling doors, which may be left open at any time without inconvenience.

TANK. 16 oz. copper contact heater adjustable on front of range.

NICKLE PLATING. All nickle plated parts are of the very best quality obtainable, and made plain and easy to keep clean, the whole making a highly ornamental effect.

GUARANTEE. The working qualities of the range are fully guaranteed under reasonable draft.

A PURELY CANADIAN PRODUCT

There's no better way to a satisfied stove trade, than the selling of the "Home Comfort" Range—over fifty thousand now in use.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **Factory: 22 Orillia Street**

TORONTO

If interested, tear out this page and keep with letters to be answered.

NEW MARSDEN TILES LTD
BURSLEM · STOKE-ON-TRENT · ENGLAND

GLAZED TILEWARE

IS THE MOST DURABLE & ARTISTIC MATERIAL FOR INTERIOR DECORATION. FROM TIME TO TIME WE SHALL ILLUSTRATE IN THESE PAGES THE MANY AND VARIED USES TO WHICH TILEWARE CAN BE PUT. WE SPECIALIZE IN SCHEMES FOR FIREPLACE & WALL TILING, IN SOUND & ORIGINAL DESIGN, AFTER ANY RECOGNISED STYLE OF ORNAMENT, ARABIC, CLASSIC, GOTHIC, RENAISSANCE, ETC

GET IN TOUCH WITH YOUR IMPORTER

If interested, tear out this page and keep with letters to be answered.

The HARTFORD Non-Breakable Malleable Range

A strictly all-malleable Range at a price you have been paying for an ordinary steel Range.

Retail Price $60.00

There are no bolts used in the construction of this range.

Hartford Ranges

are good cookers and bakers.

They are economical in their use of fuel.

They are durably and practically made.

They are good lookers and they **are absolutely guaranteed.**

Needs no Blacking.

Oven— Made of heavy steel plates. Is gas and dust proof.
Firebox— Fitted with duplex grates, or special wood linings.
Top of Range is highly polished.

Duplex Draft opens at each end of fire box, giving an even draft.
Reservoir is coppered, retinned and encased all round, capacity 12 gallons.

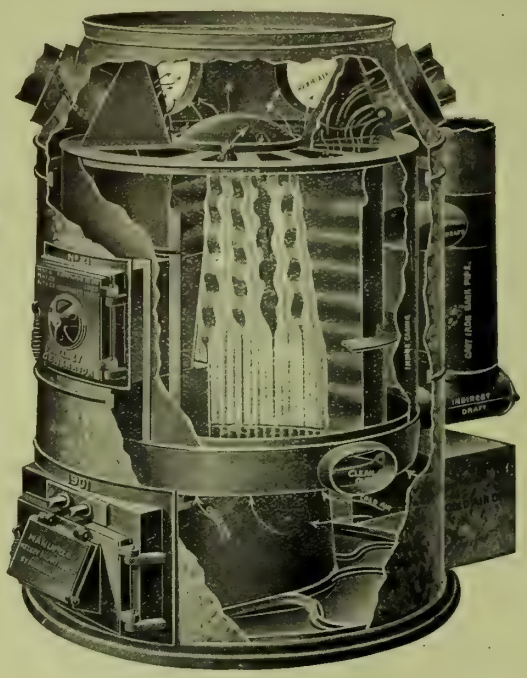
LET THIS RANGE WIN THE CONFIDENCE OF YOUR TRADE

DOMINION STOVE & FOUNDRY COMPANY, Limited

PENETANG, ONTARIO

WE SOLICIT YOUR BUSINESS ENTIRELY BY MAIL

If interested, tear out this page and keep with letters to be answered.



THE KELSEY WARM AIR GENERATOR.
THE HEATOR THAT'S DIFFERENT

The man who's looking for something really good in a furnace will be impressed with the

"Kelsey" Warm Air Generator

when shown its many exclusive features.

Don't go on year after year selling the same heating systems as your competitor. Don't go on cutting prices so that there is no profit left for you. Get out of the rut by obtaining the agency for the Kelsey Warm Air Generator — A system that will give perfect satisfaction with every installation. One that will heat any room in any weather, no matter what way the wind blows—One that if properly installed, you can guarantee to be dust and gas proof. In adition to its many other good points, The Kelsey Warm Air Generator will give you a heating system more economical than any other. You owe it to yourself and to your business to investigate. Write now for full particulars and dealer proposition.

One of the Corrugated Sections

The St. Lawrence Steel Range

Besides its classy design and serviceable appearance, it possesses, among other points, the following, which will readily recommend it to the prospective buyer:

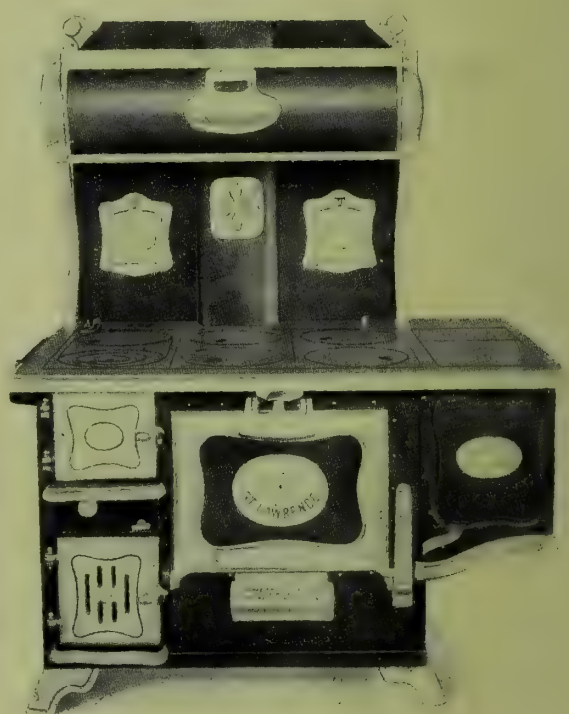
FRONT HINGED OR LIFT TOP, LARGE AND SERVICEABLE ASH PAN. INTERCHANGEABLE FIRE BOX LININGS.

ALL LOOSE NICKEL PLATED TRIMMINGS.

The St. Lawrence has an extra large cooking surface. Easily operated Oven Dampers which control the heat perfectly, and a water front of powerful capacity — points which strongly recommend it to the housewife.

PUT IN A FEW ON TRIAL

Our guarantee means that you as well as your customer must be satisfied with the results.



The James Smart Mfg. Co., Limited
Brockville, Ont. Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

The Beauty of These Lines Will Appeal to Your Customers

while the quality of the goods will bring them back for more

When in need of **Lawn Mowers**, see what we can do for you. Get our **complete Hardware Catalog** if you have not one on hand.

Our line of HAMMERS, HATCHETS, SLEDGES and AXES is unsurpassed. The goods are all of the very finest quality and the line is complete in every respect. It will be good business on your part to investigate—Do so now.

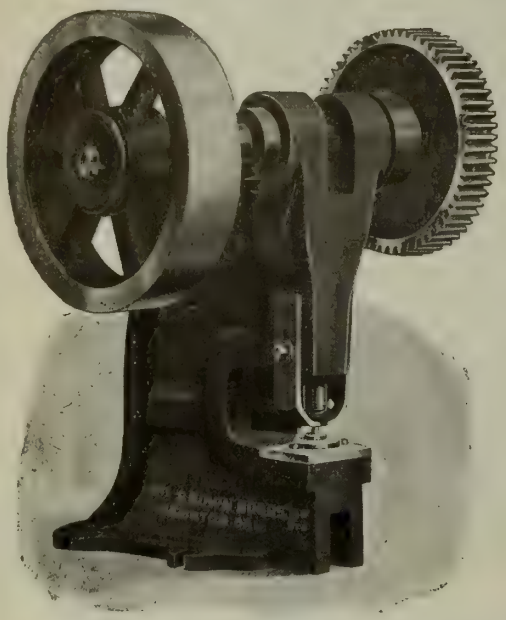
The James Smart Mfg. Co., Limited

Brockville, Ont. **Winnipeg, Man.**

TRADE MARK

If interested, tear out this page and keep with letters to be answered.

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

Sweat Pads, Housings, Saddle Blankets

That absolutely cure and prevent gall sores

"Ventiplex" Goods are well manufactured and well finished product. They can be easily washed when soiled, and will always retain their shape.

The distinctive service of the "Ventiplex" line will make a notable increase in your sales.

Burlington Windsor Blanket Company, Limited
793 King Street West, Toronto, Ontario

SEND IN YOUR ORDER NOW—
UNIVERSAL SATISFACTION IS GUARANTEED.

If interested, tear out this page and keep with letters to be answered.

RIGHT NOW IS THE TIME

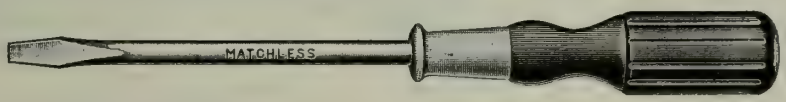
TO CONSIDER EVERY GOOD LINE CAREFULLY AND COMPARE PRICES

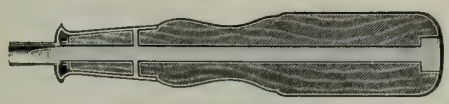
With prices "Upward Bound" you must spend every dollar carefully or profits will dwindle. On many goods, you can get the biggest dollar's worth right here.

Our new catalog and price list is now ready. Send for it.

We make 45 patterns of Screw Drivers.

No. 94—MATCHLESS SCREW DRIVER



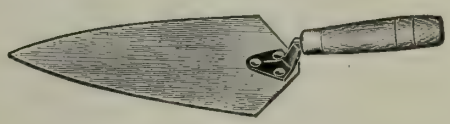


NEW CLUB TICKET PUNCH

No. 118—COMBINATION PLIER

No. 125 SCRAPER

No. 170—BRICK TROWEL



THE BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative
414 DRUMMOND BLDG., MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.

WISS SHEARS and SCISSORS Stay Sharp

Goods That Stand Abuse

SHEARS of various kinds are called upon to withstand many hard tests, one of the most severe of which is cutting the fabric used in automobile tires. This fabric is full of talc and other substances that are very injurious to the cutting edge of a pair of shears, and unless the temper of the two blades is absolutely perfect the shears will stand up but a short time.

The automobile tire business is now a very large one, and conducted on highly systematized and efficient lines. Tire manufacturers employ none but the tools and equipment which prove by test to produce the best results at the lowest possible cost. They naturally seek out the shears which will give them the best results, and stand up longest under the heavy and exacting work they are called on to do.

Ninety per cent. of all the shears used by the tire manufacturers of America are Wiss shears—a tribute to their quality which we do not need to emphasize or enlarge upon.

It is true, perhaps, that the sale of shears to tire manufacturers is of no direct interest to you. But you are interested in the fact that all Wiss shears and scissors, no matter for what purpose intended, are as well made, as reliable, as superior as Wiss rubber shears are. We do not advise or invite abuse for Wiss cutlery—but it will stand it, we believe, better than any other cutlery on earth!

* * *

Most of your customers earn their money. Therefore every dollar they spend over your counter represents the most precious of all things—life itself—for they have given a portion of their lives in exchange for it. Isn't it your bounden duty to give them a fair equivalent for it—the very best value you possibly can?

A Severe Test

A SHORT time ago one of our experts was called into consultation with the repair department of the New York Telephone Company.

In a certain branch of repair work shears are used constantly by about 40 operators, and the work the shears are called upon to do is extremely hard and exacting. The foreman in charge explained the nature of the work, and declared that every known make of shears had been tried on it. Wiss shears, he added, stood up under the strain far better than any others.

Naturally, the chest measurement of the Wiss man swelled perceptibly at this, and he asked how long Wiss shears stood up.

"Two hours," replied the foreman. Then he laughed. "Don't look so downcast," he said; "no other shear than the Wiss will stand the pressure for more than fifteen minutes!"

After some experimenting, the Wiss expert found a way to make shears that will do the work and stay sharp nearly two days instead of two hours—a really wonderful forward step in the manufacture of shears of this type.

It is no small achievement to make shears that will stand such frightful abuse as they must in this telephone work—and from that all the way down to the daintiest scissors for "milady's" personal use. The Wiss way does it; and every pair of shears or scissors, no matter for what purpose intended, is, we firmly believe, the best that is or can be made.

Reprinted from December and February "Wissdom" published by

J. WISS & SONS CO.

NEWARK, N.J., U.S.A.

Manufacturers of High-Grade Shears and Scissors, Razors, Tinner Snips and Cutlery Since 1848.

Toronto Office: 193 Spadina Avenue

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

BUFFALO

You Are Protected

Our oils, lubricants and specialties *are* NEVER sold direct to the consumer. We market through you —the dealer.

Buffalo Oils are the very best. They make friends for you.

Push this line and you strike a blow at the Mail Order evil.

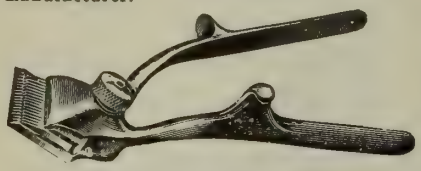
Prairie City Oil Co.
LIMITED
Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

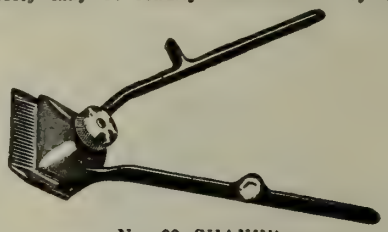
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

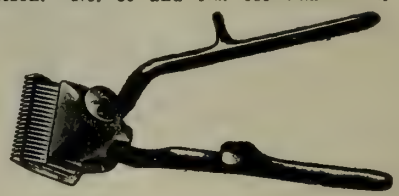
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



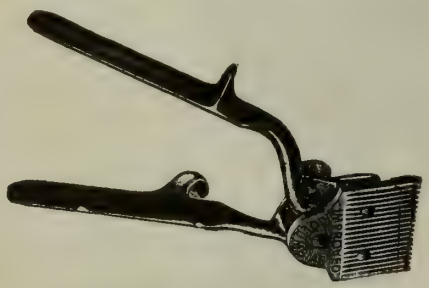
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



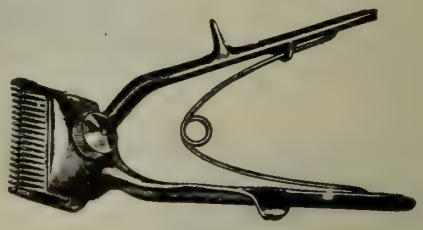
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



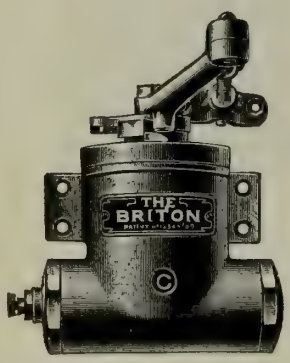
IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

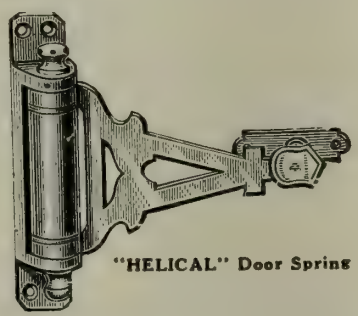
A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



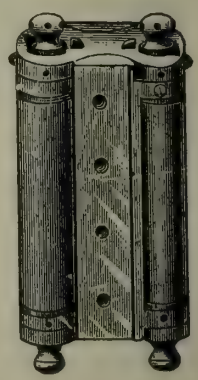
CADET
with visible spring, retailing at about $1.00.



The "BRITON" Door Check and Spring



"HELICAL" Door Spring



Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

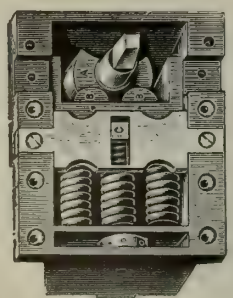
NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND



"Invincible" Floor Spring

Rod Spring

ENQUIRIES TO
FREDERIC SARA & COMPANY
326 Ninth Ave. West, Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

J.M.T. globe valve. Renewable disc.

"QUALITY" STEAM AND WATER SPECIALTIES

Model C safety valve, brass. Working pressure 200 lbs. per square inch.

Gem ejector For lifting liquids by steam pressure

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

QUALITY AND VALUE THAT WILL MAKE YOUR SALE OF STEAM AND WATER SPECIALTIES WHAT IT SHOULD BE.

First sales of Morrison's goods invariably result in steady demand.

Morrison Steam Goods have been approved by the provincial boards of steam boiler inspectors and are absolutely guaranteed.

The James Morrison Brass Mfg. Company, Ltd.

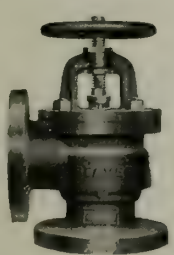
93-97 Adelaide St. West, Toronto, Ontario

J. M. T. reducing valves, in sizes ½ in. to 6 in. WILL NOT EQUALIZE.

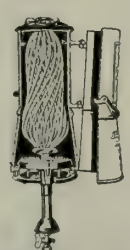
J.M.T. gate valve

Heintz steam trap will automatically control the condensation from heating coils, etc., without loss of steam. Simple in construction, convenient to install.

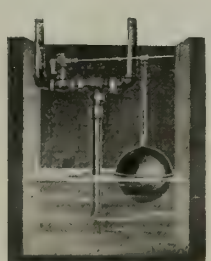
Knickerbocker generator, for increasing efficiency of hot water heating systems.



Beaver valves, iron or semi-steel body, bronze mounted. In sizes 2½ in. to 10 in. stop, adjustable check, non-return angle, Globe or cross valve pattern. Working pressure 250 lbs. per square inch.



STACK GAS WATER HEATERS GIVE HOT WATER AT THE TAP ONE MINUTE AFTER THEY ARE LIT. Possibility of sediment lodging in heater and forming a "coating" between heat and the water is entirely eliminated in the "Stack." The heated water is kept rapidly moving, preventing possibility of stoppage.

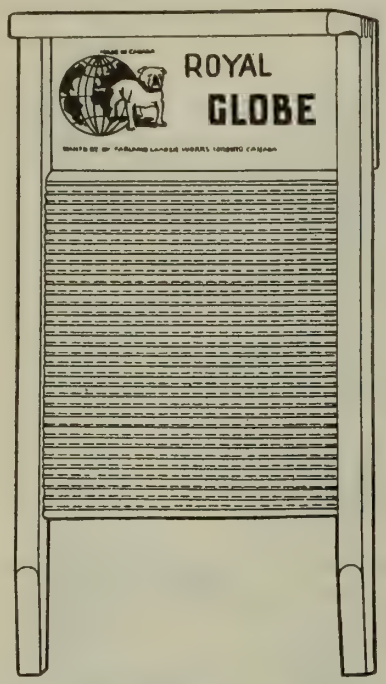


Morrison automatic jet pit pump or cellar drainer, for draining wells, cellars, tanks, etc. Have been in use for over three years without requiring the slightest attention.

J.M.T. injector. A culmination in the design and making of injectors. The improved type having a full forty pounds more field than anything before produced and giving absolute service under varying conditions.

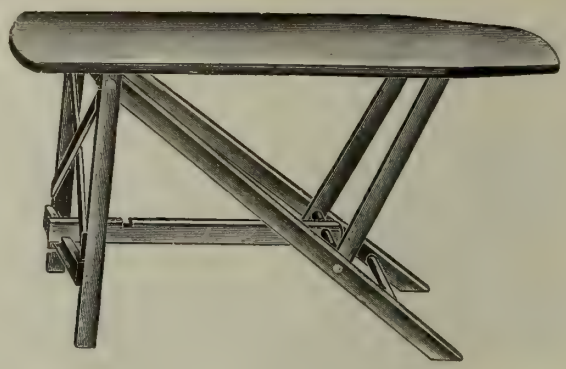
Beaver safety valve, brass. Working pressure 200 lbs. per square inch.

If interested, tear out this page and keep with letters to be answered.



Royal Globe Wash Board

This is our best selling Zinc Face Wash Board, made of good clear lumber with light back, lock corners, and a wide splash board.
We make also the Solid Back Globe, Glass Globe, Pony, and the new Queen City Globe, a cheap yet good board with a tin washing plate, substituting the zinc.



Daisy Ironing Stand

Made from selected lumber and guaranteed to be one of the most rigid on the market.

McFarlane's Household Step Ladder

This step ladder is the cheapest ladder that we are making. We consider it the best ladder on the market to-day for the price. It is made of Yellow Pine and nailed together. The casting on this ladder is a one-piece, pressed steel casting and is securely fastened to the sides and top. The rack on the ladder is always up when the ladder is closed, and horizontal when in use.

Stock sizes, 4 to 8 feet.

Quality, Value and Service

that your trade expects to get

There is no room for dissatisfaction where

McFarlane's Ladders

Wash Boards, Ironing Stands,

Verandah and Lawn Furniture, etc., etc.,

are on the selling line.

McFarlane value creates a desire for more that will greatly boost your sales. It's a prestige builder.

CATALOG OF COMPLETE LINE UPON REQUEST.

It will pay you to drop a card for it now.

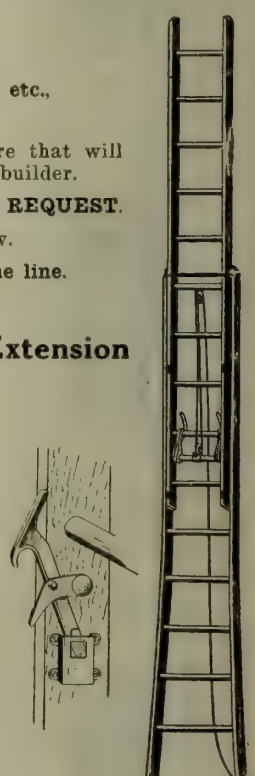
All reliable jobbers sell the McFarlane line.

Boys' No. 44

This is a cut of our Boys' Sleigh No. 44. We are making a complete line of boys' coasters and girls' sleighs. Also a superior line of steel flexible coasters. Get our illustrated price list before placing your order.

No. 2 Folding Chair

This is the most popular folding chair on the market. It is made of the best grade beech lumber. Good heavy duck is inset in backs, well stitched and hemmed on edges. Color of canvas back, green and white stripe. Well finished with a good grade varnish.



McFarlanes' Pulley Extension Ladder

This ladder has been our big seller for years. It can be taken apart and used as single ladders. It is self-hooking and self-releasing; is very light and strong, being reinforced with wire cable, let into a groove on the back of the ladder.
The ladder is spread at the bottom to correspond with the length.
Made of Clear Pine and B.C. Fir, Malleable Iron Castings, Rock Elm rungs and nailed together.

Stock Sizes
20, 24, 26, 28, 30, 32, 36, 40, 44 feet. 2 section style, 46 ft; 60 ft. 3 section style.

Manufactured by

McFarlane Ladder Works

TORONTO **CANADA**

If interested, tear out this page and keep with letters to be answered.

BIRD NEPONSET PRODUCTS

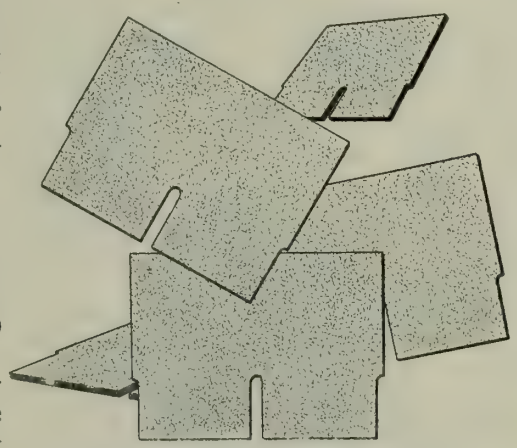
NEPONSET
Products of Highest Quality

"Look for the Paroid Roll"

Here are three outstanding reasons why you should push the Neponset line. First, our vigorous advertising campaign means easy sales; second, bigger profits; third, lasting good-will of customers. Stock the three lines shown for a big year's business.

Paroid Roofing

Thousands of prospective buyers of roofing will be **looking for the Paroid Roll.** Who will supply the demand? Those dealers who stock Paroid and show the roll in their windows and on their sidewalks. Obviously it is the chance of the year for live dealers! Three colors—Red, Grey and Green.



NEPONSET Twin Shingles

Double size shingles, composed largely of asphalt—the waterproofing that will not melt in the hottest sun—and crushed slate—red and green. Truly, the greatest roofing development of the Twentieth Century—durable, fire-resisting, attractive in appearance. One Neponset Twin Shingle Roof sells another.

Neponset Wall Board

Carried two processes further than other Wall Boards. Waterproofed and ready decorated—quartered oak, and cream white. Its merits are being strongly advertised. Stock up to meet the big demand created. Bundles wrapped in burlap, saving breakage in transit.

1916 will be the Neponset dealers' year. Get in line and realize more strongly than ever that it pays now and *for future trade* to sell your customers the better quality goods.

WRITE FOR ALL INFORMATION YOU DESIRE

BIRD & SON

DEPT. H.

HAMILTON, ONT. Warehouses in Winnipeg, Calgary, Vancouver, Montreal, Halifax, St. John, Edmonton

If interested, tear out this page and keep with letters to be answered.

The Children of Purity

Rust-Resistance, Welding Quality, Enameling Property and Electrical Conductivity are the children of PURITY and SCIENTIFIC CARE in iron manufacture.

Chapter IV

ELECTRICAL CONDUCTIVITY

In the field of electrical industry, one of the most fruitful discoveries of modern times was that of the greatly superior conductivity of **super-purified** cathode electrolytic copper as compared with the somewhat less pure anode copper previously employed.

The same principle applies to iron and steel when used as conveyors of electricity. Armco (American Ingot) Iron is found by the great electrical testing laboratories of New York and London to have conductivity 50% higher than that of open hearth steel and fully equal to the purest of Norway and Swedish irons. It has also the companion qualities of high permeability and low residual magnetism.

These characteristics are the direct results of the high and difficult standards maintained at Middletown and Zanesville with respect to chemical analysis and the physical evenness and soundness of every sheet or plate of Armco Iron.

This material is therefore peculiarly adapted to use in the forms of third rails, telephone and telegraph wires and high-tension bus-bars. Its success in the electrical field proceeds from the same causes as its triumphs in other portions of the industrial world.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco (American Ingot) Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

MILLERS FALLS TOOLS

The Standard Popular Priced Breast Drill

Here's the breast drill that stands out above all others as the greatest value in a popular priced drill of dependable quality in a standard make.

MILLERS FALLS BREAST DRILL No. 112

is intended especially for carpenters and other mechanics who do not use a breast drill continually and for farmers and other home users.

Handsomely finished cut gears and steel pinion. Alligator chuck jaws of special tool steel for bit stocks and medium sized round shanks.

Send for catalog and details of our dealer proposition.

MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

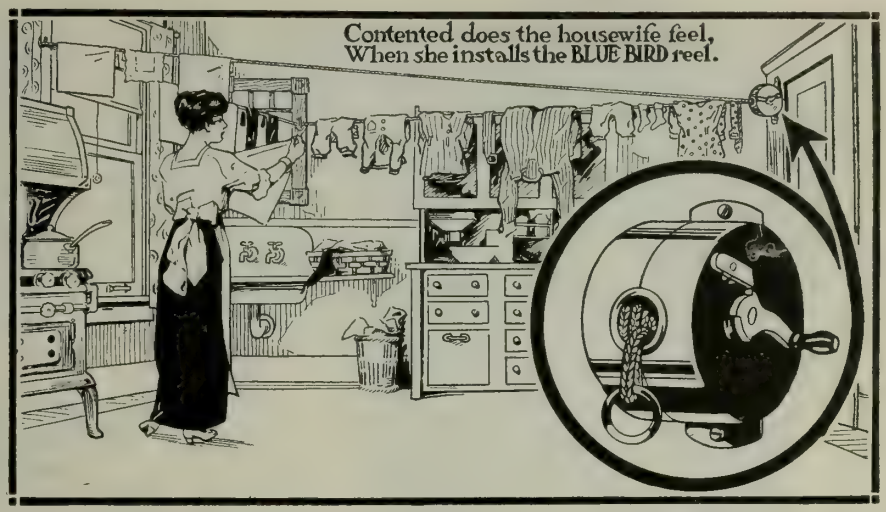
MILLERS FALLS, MASS.

N. Y. Office.
28 Warren Street

If interested, tear out this page and keep with letters to be answered.

"Blue Bird"

Indoor Clothes Line REEL



WILL PROVE A READY SELLER BECAUSE THE HOUSEWIFE IS ALWAYS DESIROUS OF SECURING AN ARTICLE THAT WILL LESSEN HER WORK AS WELL AS IMPROVE THE APPEARANCE OF HER HOME.

It is a highly sanitary household necessity that serves many purposes and is being sold at a very moderate price. Takes the place of old wooden clothes-horse when ironing. Ideal for sick rooms, nursery, kitchen, bathroom, back porch, etc.

Requires but a minute to draw out line and hang it about as shown in picture. Out of the way when not in use.

HIGH GRADE

Re-annealed Steel used in its construction. Carries a ratchet, making it possible to lock the reel as well as to tighten the line to a point where it will carry 100 pounds or more. Nothing to get out of order. It is guaranteed indefinitely. It is furnished complete with screws and hooks ready to be attached to the woodwork. Can be placed in position with an ordinary screw-driver. Each reel packed in separate carton ready for delivery.

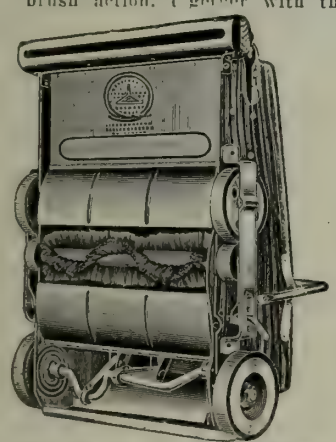
Let us send you illustrated literature and prices.

The HUGRO DE LUXE Combination Vacuum Sweeper

The All-Perfect Sweeper *The All-Perfect Sweeper*

With the Wonder-Worker Automatic Brush Adjustment

Not a heavy, cumbersome machine to be used only for weekly cleaning day, but a light, easy-running sweeping and cleaning device that is used by the housewife EVERY DAY IN THE YEAR without fatigue. This wonderful vacuum sweeper has the new Hugro special and exclusive feature, the WONDER-WORKER AUTOMATIC BRUSH ADJUSTMENT WITH BROOM ACTION. Thus, the brush **automatically adjusts** itself to any carpet or rug. It reaches lightly and firmly down into the nap, taking up all threads and ravellings. This brush action, together with the tremendous suction power which sucks up every particle of dust and dirt, makes the Hugro de Luxe the perfect combination vacuum sweeper.



Patented March 2, 1915, January 25, 1916. Licensed under Kenney Patent, March 19, 1907, No. 847,947.

UNLIMITED GUARANTEE

The exceptional care in construction—the superior quality of materials used, enables us to make this unlimited guarantee. We will replace at **any time without charge** any part defective in workmanship or material. We guarantee the Hugro De Luxe Combination Vacuum Sweeper to be perfect as to mechanical construction.

THIS VACUUM SWEEPER MEETS EVERY REQUIREMENT OF THE MOST EXACTING HOUSEWIFE AND PAYS YOU A GENEROUS PROFIT.

Be our dealer in your city and let us send you the Hugro Boosters and trade winners. They help sell for you and are all Free, transportation paid.

Write us to-day—you can't lose.

The Hugro Manufacturing Company

CHICAGO, ILLINOIS

Webster Bldg., Dept. O. **Branch at Toronto, Canada, after April 1st.**

If interested, tear out this page and keep with letters to be answered.

—speed

The Dana Peerless Freezer

has the greatest surface next the ice. Allows the most cream to freeze at a time—this is scraped off by the dasher—more freezes, it is scraped off - *in three minutes a gallon is frozen!* The quickest time of any freezer made.

Besides being the quickest freezer it is the easiest turned out and most economical.

The Dana Peerless is the only Canadian-made freezer on the market.

We offer them on a basis that will yield you a round profit of 50%.

Booklets with prices and description of technical features of the Dana Peerless on request.

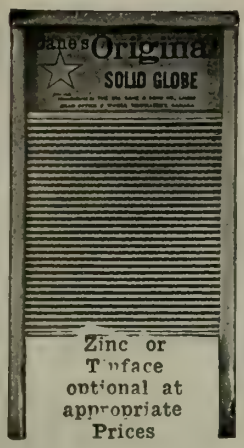
Manufactured and sold for 40 years in U.S.A. Manufactured and sold in Canada, backed by our full guarantee of satisfactory performance and quality of material and labor for one year without a complaint from any source or any cause.

Order from your jobber or direct.

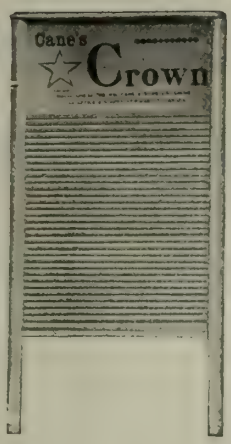
The Wm. Cane & Sons Co., Limited

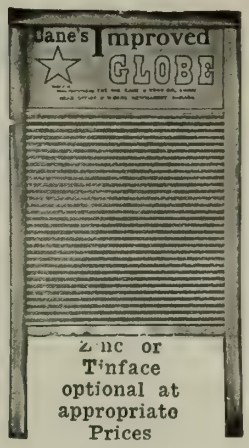
Newmarket, Canada

If interested, tear out this page and keep with letters to be answered.

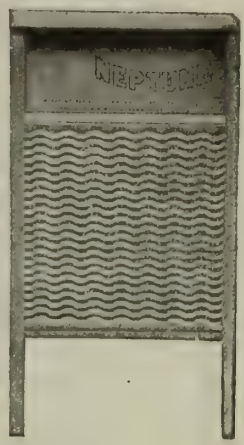


Zinc or Tinface optional at appropriate Prices

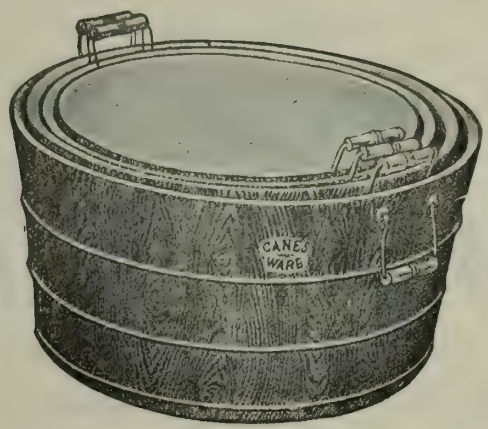


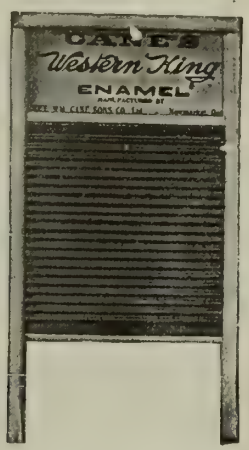


Zinc or Tinface optional at appropriate Prices



ACME BUTTER MOULDS





The All-Canadian All-Wooden Wash Board

Quality and Price—a big trade attraction

The Cane line embodies **Washboards** (made in 13 styles), **Wooden Pails, Wooden Wash Tubs, Bake Boards, Bread Plates, Mops, Egg Crates, Clothes Pins and other specialties.**

The All-Canadian, All-Wooden Wash Boards are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped wash board sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a good profit.

Standard Zinc, glass and enamel wash boards are always on hand for prompt delivery, until notice to the contrary.

Write for catalog.

The Wm. Cane Sons & Co., Limited

Newmarket, Ont.

If interested, tear out this page and keep with letters to be answered.

Galvanized and Black Steel Sheets

Sheet Copper

Tin Plate

STOCK OR IMPORT

Monthly Stock Sheet mailed upon application.

Fire Door Terne Plate

The Roofers Supply Co., Limited
TORONTO

SWEET'S TOE CALKS

MADE IN CANADA

Better quality than any imported calks.

All sizes and lengths carried in stock.

Orders shipped promptly.

INCREASE YOUR SALES AND PROFITS

FRANKLIN STEEL WORKS LIMITED
HAMILTON, ONTARIO

If interested, tear out this page and keep with letters to be answered.

It's The Little Things That Count

¶The character of a business is determined by its attitude towards the every-day details—

A Promise of Delivery made and forgotten—

A Customer leaving the Store without having been helped in any way.

These are serious handicaps to Success.

¶The same truth applies to the stock—

No matter how insignificant the item, it ought to receive careful attention.

Does it help to build a reputation for Quality?

Does it help to bring in more business?

Does it contribute its share to the general prosperity?

¶Take Hack Saws—an item small as far as turnover is concerned, but very important in its effects upon the business.

How many Dealers give Hack Saws serious consideration? Probably few, but we believe the majority would if they had the opportunity.

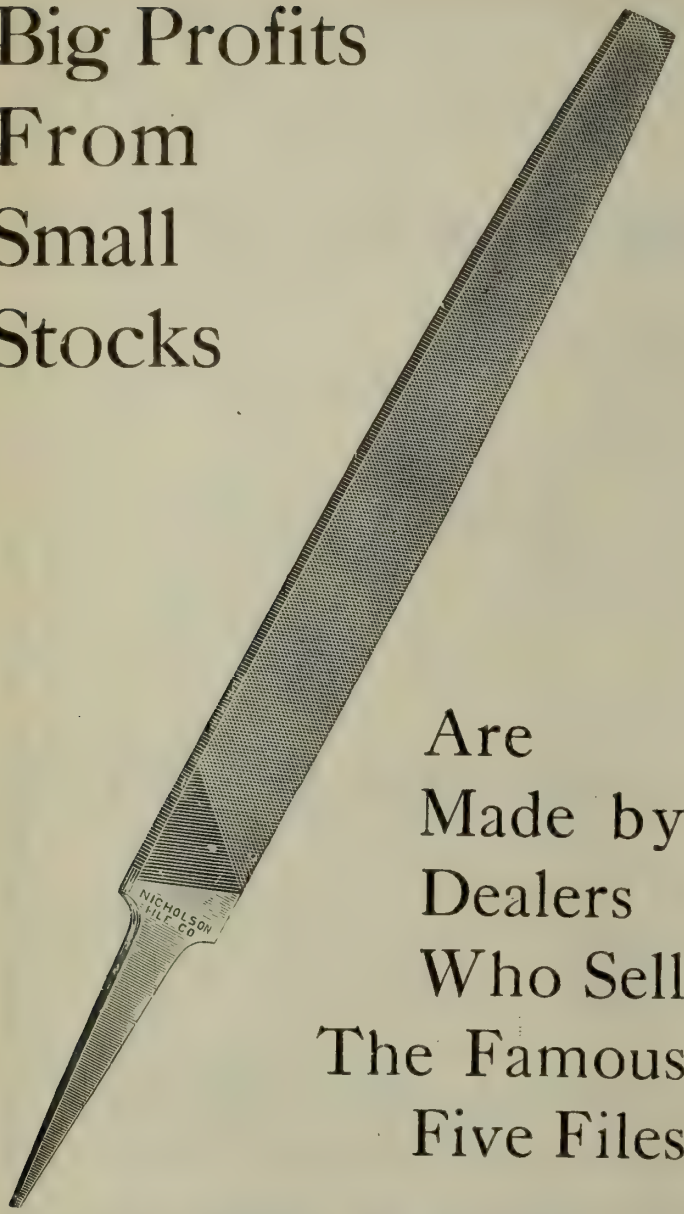
With this in mind, we plan, during the next few months, to give some information regarding Hack Saws which we believe will be helpful to you.

Victor Blade—Canadian Made

VICTOR SAW WORKS, Limited, HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

Big Profits From Small Stocks



Are Made by Dealers Who Sell The Famous Five Files

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(Made-in-Canada)

We carry at our warehouse and at jobbers throughout the country ample stocks of each file in our catalogue.
A dealer does not need to carry a big stock of the Famous Five in order to do a large turnover.
We would rather have a dealer turn over a small stock 12 times in a year than sell him a big stock once a year and have him carry over several numbers.
Dealers who sell the Famous Five do, on an average, 90% of the file business in their localities. If you are not doing this much business, the Famous Five will help you to improve your turnover in files.

Write for catalogue and terms.

NICHOLSON FILE COMPANY
Port Hope *(Jobbers Everywhere)* **Ontario**

What is quicker than a Fernald Quick-Shift?

A Quick-Shift SALE

Millions of buggies with antiquated rusting, rattling, shaft bolts!

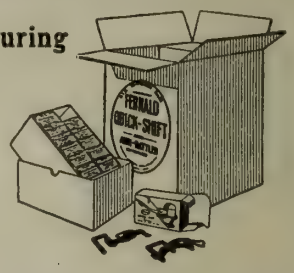
Millions of buggy owners wasting their time and temper and energy changing from shafts to pole and back again!

That's the market for the Fernald Quick-Shift, a device that fits any job, kills all rattle and makes shaft change instantaneous.

No wonder Fernald Quick-Shifts sell on sight—over the dealer's counter and to the dealer by jobbers' salesmen.

Jobber to dealer to driver—that's the Fernald route. Start the goods moving. A start is all they need.

Fernald Manufacturing Company, Inc.
North East, Pa,



"The finishing touch that means so much"

SOME LEADERS OF THE "CONNOR LINE"

Canada First

The popular machine cut gear machine with the easy lever action—new Improved Dolly on all our best grade machines as well as the Canada First.

Low Pressure Motor Washer

The most satisfactory Water Motor Washer on the market. Try it—where the others won't work.

Sunny Monday

Equipped with the Low Pressure Motor and Rub-board and Steel Frame.

Connor Ball Bearing, Wood Frame

The pioneer Rub-board and Swinging Tub machine with the rub-board attached to the cover—when open allows the water to drain back into the tub. Strong and rigid stand. Wringer holder securely held and conveniently operated. Very easy to work and an acknowledged favorite.

Connor Ball Bearing, Steel Stand Machine

works exactly the same as the Wood Frame Machine. Looks well and represents a permanent investment to the customer.

Write for prices on Washing Machines (Hand Power, Water Power, Gasoline Power and Electric), Clothes Wringers, Tub Stands, Ironing Boards, Skirt Boards, Woodenware and Dash Churns.

J. H. CONNOR & SON, Limited

OTTAWA, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Help Your Customers Economize

True economy in building construction is procured by using roofing, siding and accessories which are corrosion-resisting, fireproof, lightning-proof and weather-proof. Such material is

Rust and Corrosion-resisting

TONCAN METAL

Roofing, Siding and Accessories

An inferior material costs just as much to apply as Toncan Metal Roofing, Siding, etc. Then, while you are at it, why not apply material that will reduce your customers' up-keep expense? Toncan Metal will do it. Your customers will appreciate it.

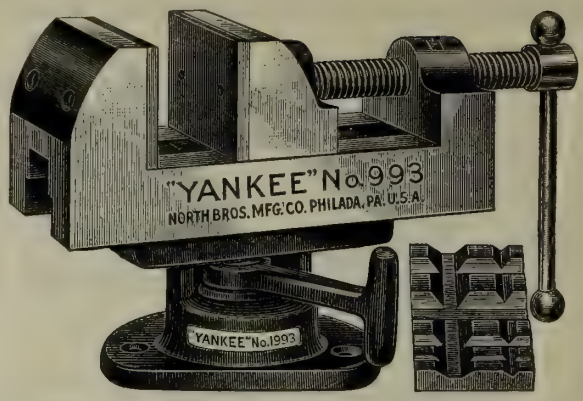
A few uses for Toncan Metal:

Conductor Pipe	Shingles	Skylights
Eaves Trough	Tanks	Blower Systems
Ventilators	Metal Lath	Window Frames

Get this book

The Pedlar People,
Limited
OSHAWA, ONT.
Canadian Distributors

The Stark Rolling Mill Company
CANTON, OHIO
Sol Makers



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

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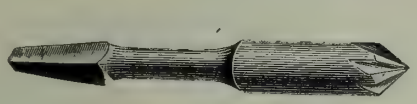
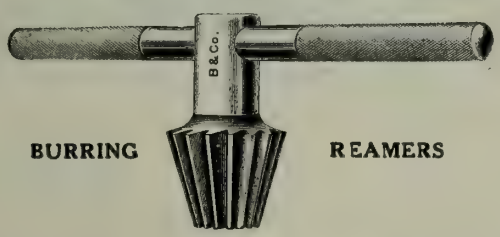
SELF-FEEDING REAMERS

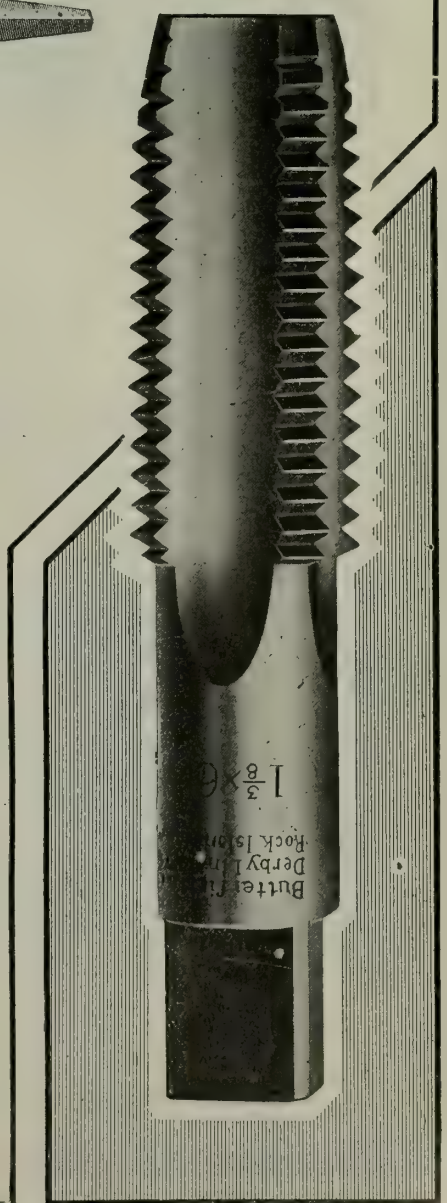
Butterfield

Taps, Dies and Reamers





BURRING REAMERS



Powerful Tools With An Appetite for Work

Butterfield Taps, Dies and Reamers have unusual backbone and keenness. They deliver a maximum amount of work per day and stand up to extraordinary long service.

They "make good" with the trade, and by doing so they make a good list of customers.

Send a trial order. We guarantee satisfaction.

Made in Canada

Butterfield & Co., Inc.

Rock Island, Quebec

If interested, tear out this page and keep with letters to be answered.

Increase Your Sales

by selling the Schultz line. Sold in every province, from coast to coast. Place any of these articles here illustrated in your windows where they can be seen and the practical housekeeper will come in for a closer look.

We Manufacture:

Shoo Fly Rockers,	Lawn Seats,	Pastry Boards,
Teddy Bear Rockers,	Lawn Swings,	Bread Boards,
Parlor Billiards,	Verandah Seats,	Kitchen Tables,
Triangleos	Washing Machines,	Kitchen Cabinets
Parlor Poll,	Clothes Bars,	Medicine Cabinets,
Crokinole,	Ironing Boards,	Step Ladder Chairs,
Card Tables,	Sleeve Boards,	Wheelbarrows.

There is great satisfaction in handling the **Schultz Line,** because it is a **good line,** and each article is a **good seller.**

FULL INFORMATION AND PRICES ON REQUEST

The Schultz Bros. Co., Limited - Brantford, Ontario

ESTABLISHED 1869

If interested, tear out this page and keep with letters to be answered.

WAKEN UP, CANADA

To the wonderful possibilities that are daily opening up to you. You're the coming commercial centre of the British Empire, if not of the world.

Mr. Hardware Dealer, are you making the most of your opportunities? Are you featuring in your store and window displays, lines that have an every-day sale, lines that do not depend on the building trade or on any trade to create a demand? Are you selling the

Griffith's Horse Specialties

that are being used in your community? The hardware store gets the drivers' trade, gets the teamsters' trade for odds and ends, so why not make this trade as valuable as possible by keeping Griffith's specialties to the fore and by introducing them to every man interested in horses?

GRIFFITH'S HORSE SPECIALTIES are being advertised in the leading Farm Journals of Canada. They are wonderful money-savers. Farmers from all over the country are writing to us for Samples and Literature. Where we have dealers the enquirer is referred to them for attention. In hundreds of localities we are not yet represented.

Beginning with next issue we are going to point out the opportunities that are open for Dealers in ONTARIO. Each week, in turn, we are going to take up the other provinces.

All Dealers should write at once for Catalogs, etc. ONTARIO Dealers should watch particularly for next week's announcement. You may get a little jolt by a message from your own town.

G. L. GRIFFITH & SON

STRATFORD **CANADA**

If interested, tear out this page and keep with letters to be answered.

GALVANIZED SHEETS

ARE HARD TO GET

News for the Western Trade—

Deliveries from the mills are slow and uncertain. We have the stock, and can give you prompt shipment from a very large assortment of sizes and gauges. We also have a good stock of black sheets, Canada plate, and tin plate. Ask for a copy of our latest stock list.

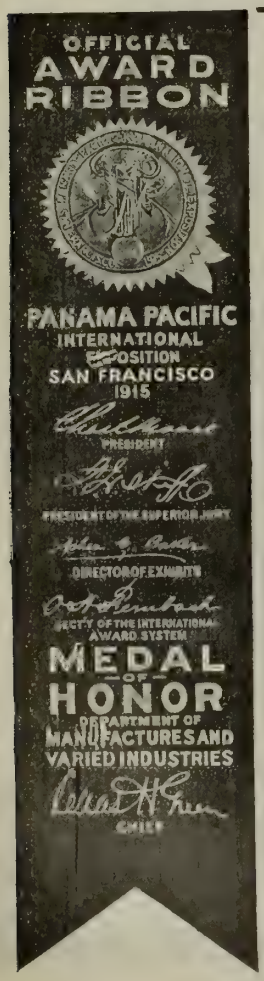
"MAX" Brand Corrugated Sheets, Winnipeg Shingles, Metal Sidings, Metal Ceiling, Eaves Troughs, Conductor Pipe, etc., etc.

Well made in the West for Westerners.

WINNIPEG CEILING & ROOFING CO., LTD.

P.O. BOX 3006 WINNIPEG

CALGARY: Sheet Metal Manufacturing Co. EDMONTON: Edmonton Metal Works, Limited



TRIMO TOOLS

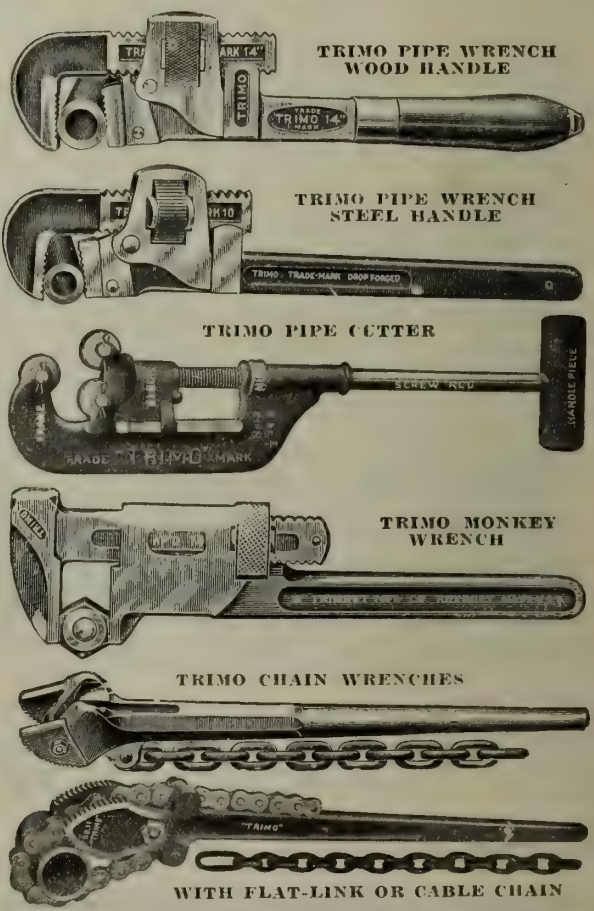
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



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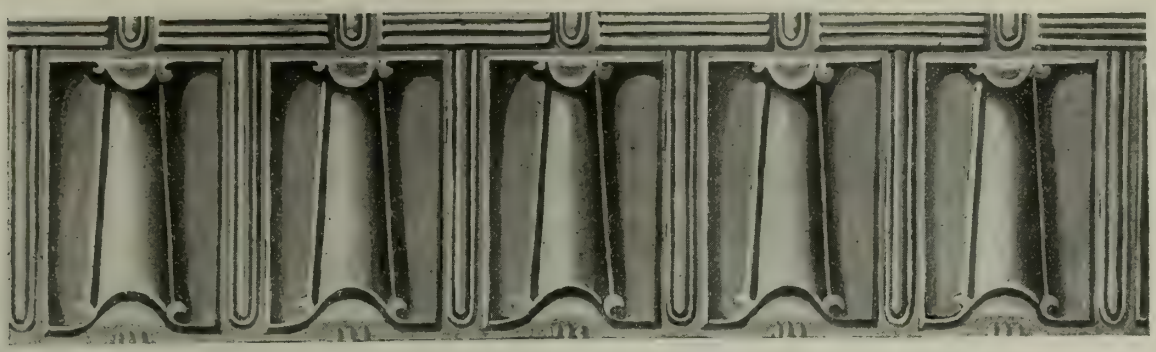
WINNIPEG STEEL GRANARY AND CULVERT CO LIMITED



"JUMBO" Continuous Metal Tile

The BEST in

METAL ROOFING

for particular customers. Send for our catalogues and trade discounts on

SHEET METAL BUILDING MATERIALS

BOX 3054 WINNIPEG

FACTORIES AT ST. BONIFACE AND REGINA

We protect and co-operate with the dealer. Our "Farm Specialties," Tanks, Troughs, Granaries, etc., will be a good line this year. Our publicity campaign has introduced our goods to your customers.

WINNIPEG STEEL GRANARY AND CULVERT CO LIMITED

TINKER TOM'S TALKS.

Talk Number Forty

"PREMIER" SHEETS are inspected once in the Mill—twice during pickling, and again after coating. Four careful inspections for your benefit. That's why we say "Every Sheet with 'Premier' trade mark is perfect." Insure good results by using them in your business.

TINKER TOM.

Look for Talk No. 41 next week.

(94-W)

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

You can talk across the continent for two cents per word with a WANT AD. in this paper.

If interested, tear out this page and keep with letters to be answered.

WHEN A BUYER SAYS—

"I'm in the market for steel, iron, machinery or repairs, can you get me what I want?"—

that is your opportunity, Mr. Dealer, to

Make a Satisfied Customer and a Nice Profit Besides

Think and talk of our big shops, expert engineers and machinists as "our" (including yourself) not as "their." Let us help you realize how true this is. Our quotation on your next job will speak louder than what we say here.

If you are not receiving our monthly Stock List regularly, please tell us.

The Manitoba Bridge & Iron Works, Ltd.

Winnipeg, Manitoba

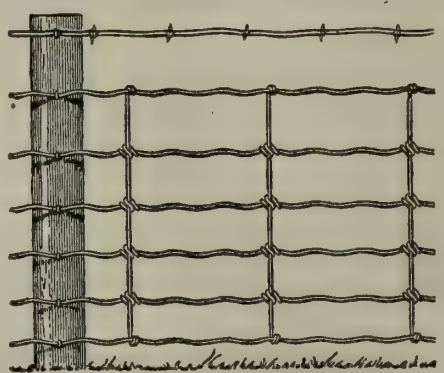
A New Barb Wire, containing all the advantages of the old-style soft Cabled Barb and none of the disadvantages.

"IDEAL" SINGLE STRAND BARB WIRE

is made from a single strand of No. 12 barb steel wire—not soft, common wire and not twisted, and is heavily galvanized—proof against rust.

These qualities of material give it **GREAT STRENGTH AND DURABILITY.** Unlike two strands of soft, twisted wire, it will not stretch and sag. The short, sharp barbs are evenly spaced, four inches apart, and securely fastened.

SELLS FOR TWO-THIRDS AS MUCH AS THE OLD STYLE and you give your trade a superior wire in every respect. It's a money-maker.



The "Ideal" Combination

Illustration showing a single strand of Ideal Barb Wire used in connection with Ideal Woven Wire fencing. This combination makes a very satisfactory and economical stock fence.

You'll get a grip on the fence trade that will enable you to command an unusual large business in a very short time if you sell the

"IDEAL" FENCE

because you will be giving the most weight, strength and service per dollar invested.

The Horizontal Wires have a wave or crimp which gives elasticity and spring to the fence and also provides for expansion and contraction caused by the heat and cold.

The Upright Wires are made of the same quality of No. 9 hard wire and are properly spaced.

The Locks—note how the Ideal lock wraps itself around the two wires, and grips them in five different places. This lock is made of same material as upright and horizontal wires—**they last as long as the rest of the fence.**

Write for full particulars.

The McGregor Banwell Fence Co., Limited, Walkerville, Ont.

If interested, tear out this page and keep with letters to be answered.

Send Your Mail Orders

to us and they will be filled according to your specifications.

Our stock is complete and new. We have the goods that you require, or will get them for you and we ship promptly.

We carry tried and known lines of hardware and have no private brands.

Send us your next order and let us prove that the oldest established wholesale hardware house in Canada is equipped to give you entire satisfaction.

We Specialize in Service and Square Dealing.

FROTHINGHAM & WORKMAN,

LIMITED

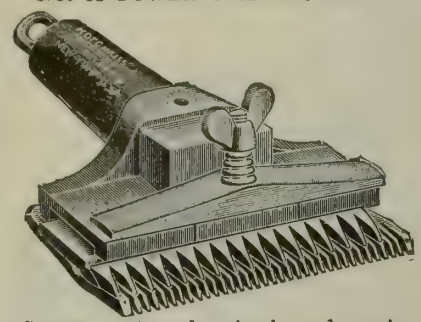
199-203 St. Paul St. West, MONTREAL

If interested, tear out this page and keep with letters to be answered.

Great Reduction in Prices on HOTCHKISS AMERICAN CLIPPERS

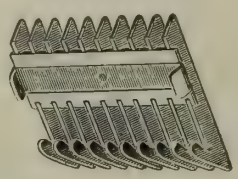
AMERICAN MANUFACTURE. A complete and popular line of Horse, Barbers' and Fetlock Patterns

NO. 81 POWER CLIPPING HEAD



Strong, well made, simple and serviceable. Guaranteed to give very best results. Supplied to fit any power machine.

ADJUSTABLE COMBS
Nickel Plated



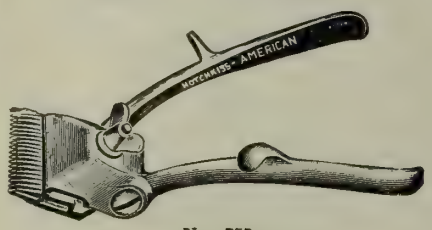
Hotchkiss Patent Adjustable Combs. Either ¼ in. cut No. 2 or 5-16 in. cut No. 3.

BARBERS' HAIR CLIPPERS

No. 600

Made in No. 00, No. 0 and No. 1 cuts. Made from the very best material throughout. Splendidly proportioned, elegantly finished and nickel plated.
A high-grade article for the very best trade.

BARBERS' HAIR CLIPPERS



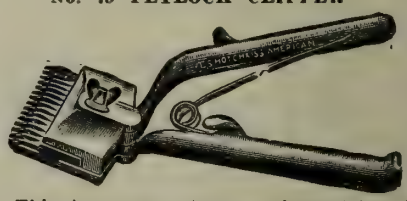
No. 755

Has corrugated bottom plate; is elegantly finished. Nickel plated and finely proportioned. It is a beauty; the best that can be produced and should be in every stock. Made in No. 1 and No. 0 cuts.

NO. 40 BALL-BEARING HORSE CLIPPER

Finely polished and plated. Nickel ferrules, oval handles with imitation black rubber finish, and is recommended as the most satisfactory Ball-Bearing Horse Clipper ever offered, with 2-inch bottom plate.

No. 75 FETLOCK CLIPPER



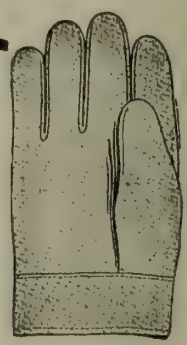
This is a very strong, substantial and satisfactory article. Nickel plated. A great seller and should be in every stock.

We manufacture most up-to-date and complete line of Clippers made in America. About thirty numbers from the cheapest to the finest quality. Send for our price list and prices.

CRESCENT MANUFACTURING COMPANY, Reade Street, NEW YORK, U.S.A.

A Dependable Service For Your Glove Dept.

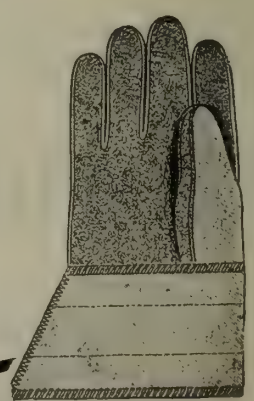
The "Tapatco" Line



This quick-selling line includes: Gauntlet, Knit Wrist or Band Top Styles, in Heavy, Medium or Light Weights, also Leather-tip, Leather Face Gloves, Jersey Gloves and Mitts, in Tan, Brown, Oxford or Slate. Put this Tapatco Line into your glove department for brisk selling and substantial profits.

TAPATCO
REGISTERED TRADE MARK BRAND

Your jobber can supply your needs.



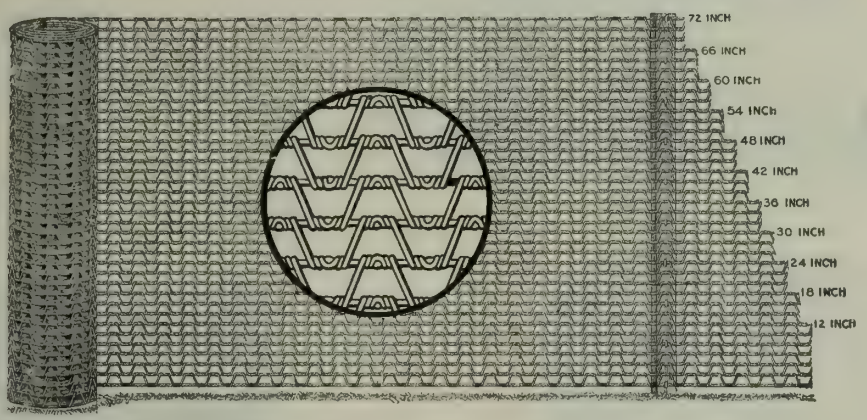
The American Pad & Textile Co.
CHATHAM, ONT.

If interested, tear out this page and keep with letters to be answered.

It is Timely to Stock These Spring Lines Without Delay

Those intimately familiar with market conditions hardly require our word of advice—"Buy freely of these lines **now**, while our stocks are complete." Every indication points to this being a highly advantageous time to stock up.
We welcome your enquiries for particulars and prices—they will be well looked after.

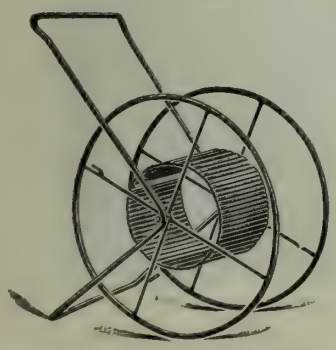
We are agents for the celebrated U.S. POULTRY NETTING



All sizes carried in stock :—
2-inch mesh 12 to 72 inches—1-inch mesh 12 to 48 inches.

Galvanized Wire—all sizes from No. 5 to 16 gauge.
Galvanized Coiled Spring Wire No. 9
Galvanized Barbed Wire—4 pt. 6
Oiled and Annealed Wire to 12 gauge.
Annealed Hay Baling Wire—13 to 16 gauge.
Black Screen Wire in 100 ft. Rolls, 12 to 48 inches.
Black Screen Wire in 50 ft. Rolls, 12 to 48 inches.

Make preparations NOW for Spring business

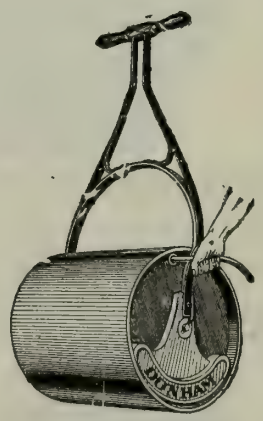


We name, below, a few lines of immediate interest—

Lawn Mowers, Lawn Rollers, Garden Hose, Grass Shears, Nozzles, Couplings, etc. Horse Clippers. Harvest Tools. Screen Doors and Windows, etc.

SPORTING GOODS

We advise ordering your stocks of Summer Sporting Goods **now.** For **Lawn Tennis, Baseball, Bowling, Cricket, Fishing, Canoeing, etc.**



RICE LEWIS & SON

TORONTO **LIMITED** **ONTARIO**

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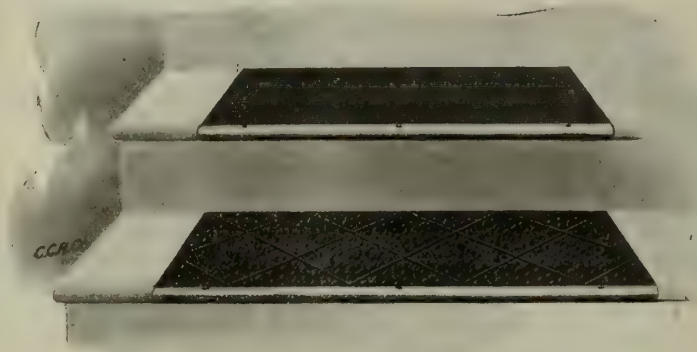
28 "Service" Branches Throughout Canada

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

A few suggestions of lines that every hardware dealer should stock

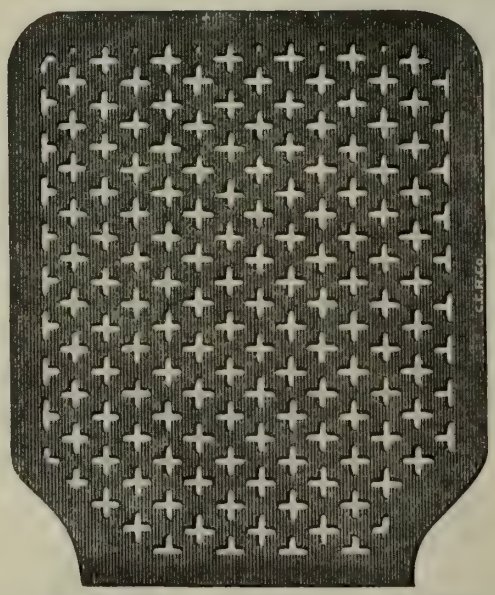


Stair Treads

The use of Rubber Stair Treads is now universal, owing to their non-slipping and durable qualities. They also reduce noise to a minimum, and protect the stair from wear. Treads can be cut from corrugated, pebbled or smooth Matting in any shape or size wanted.

Moulded Rubber Door Mats

furnished in three different designs, with "bevelled" edges as per illustration.



Rubber Drain Board Mats

Made of white rubber, perforated, and also with a corrugated surface. Used with white enamel sinks, the Mat being perforated so as to permit the draining off of the water after dishes are placed on it. It prevents dishes slipping and being broken.

Write for Catalogue "C" showing complete line.

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

28 "Service" Branches Throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MARCH 18, 1916 No. 12

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28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

LAWN and GARDEN HOSE

These brands have a reputation earned by years of successful service. They represent grades to suit every purchaser, and are ready sellers.

"PARA"

"STAR"

"SERVICE"

"WESTERN"

"ARMOUR CLAD"

"TRADE"

In ½ in., ¾ in., 1 inch sizes.

WRITE FOR PRICES AND FULL PARTICULARS

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

If interested, tear out this page and keep with letters to be answered.

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President. **H. T. HUNTER, Vice-President**

H. V. TYRRELL, General Manager

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

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HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
J. J. BUTLER, Toronto Representative.
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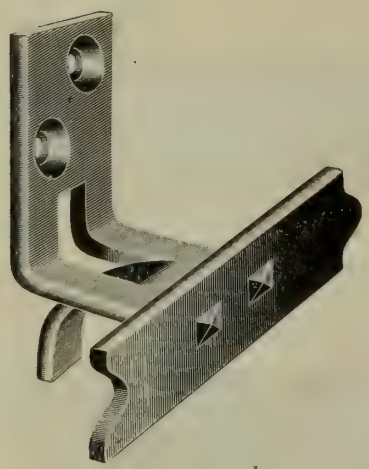

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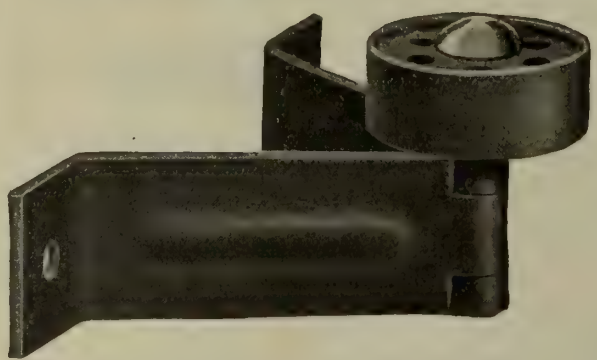

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People of prestige have won by doing their work better than others.

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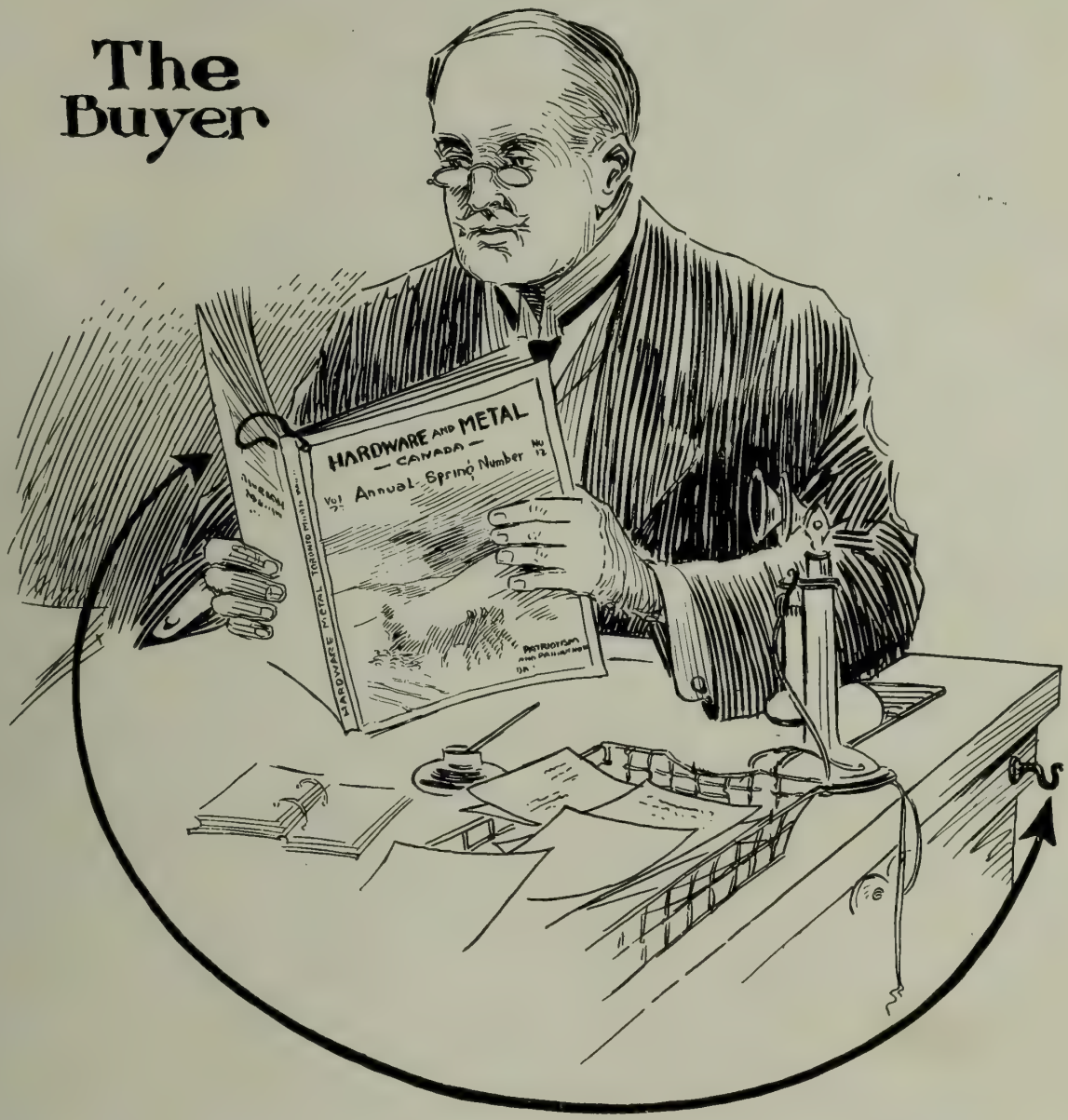
A Straight Talk From The Manager

No. 36—To The Buyer



¶ If there is one man more than another who will benefit from this Annual Spring Number of Hardware and Metal, it is the Buyer.

¶ The Classified List of Advertisements is compiled specially for him. It is the most complete Buyers' Guide ever presented to the Canadian hardware trade. Look up this list whenever you want to know "who makes what."

¶ Many of the special articles give information of vital importance to the hardware buyer. They will stand reading, over and over again.

¶ The hundreds of advertisements each give particulars about many different articles. They will furnish much new information that it is part of your business to learn.

¶ And just so that you may get the greatest possible benefit from this Number, a cord has been inserted in the upper left-hand corner. Use the cord to hang up this issue close to your desk—where you can reach it in a moment, whenever you want to consult it.

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Your line of Spring goods will be incomplete without this line of high-grade, quick-selling, profit-building hardware.

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"Permits removal of the door in Fall by merely slipping out the pins, and it is as readily rehung in Spring."

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CANADIAN REPRESENTATIVE:
A. MACFARLANE & CO. MONTREAL

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 18, 1916 No. 12

An Epic of the North

A Business the Development of Which is Interwoven With That of the Country—Search For a New Home and a Vision—Details of a Business Success and the Secrets of Achievement

WHEN one sets out to describe the processes by which the George Taylor Hardware, Limited, of New Liskeard, Cobalt and Cochrane, grew from the rude shack of twenty by sixteen feet of 1903, to the business of to-day that occupies a floor space of nearly 50,000 feet, it is found that the growth of the business is so closely interwoven with that of the country and so greatly corresponds to it that in a sense, to write one is to write both. The history of the business becomes epochal, the tale itself an epic of a great period in a great country.

The Young "Old Timers" of the North

In a country where five years has seen the development of fifty in more settled communities, and where ten has witnessed the transformation of conditions the most primitive to those the most modern, a man or a family of a few years' residence acquires in the community a prestige that might well requite a generation of good living in more settled districts. Boys scarcely over the chin downiness their callow days and still in the sere and yellow of the twenties, are spoken of admiringly as "old-timers," and as men of weight to whom their gray-bearded seniors gladly defer because they had come up into the Northland in the misty past, years and years ago, all of five.

And the Taylors arrived in 1902. So they are in a class by themselves with the rocks and the trees, the hills and the streams. Especially the rocks. For they are a rugged race.

Seeking An Outlet For Surplus Energies

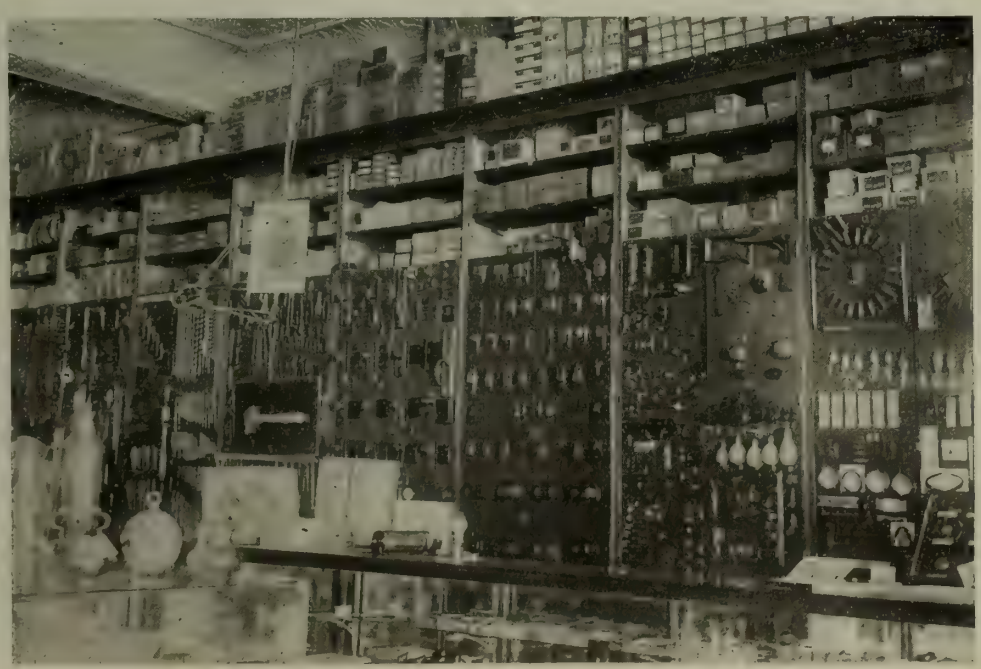
They came from London, Ont., in the old days and George Taylor, the father and the head of the clan was sorely troubled about the future of his growing boys. London seemed too confined in area, too restricted in opportunity to give to them that scope which the increasing evidence of their superabundant energies indicated as rightfully their heritage. And besides he had a veteran scrip he wished to take up.

Taylor pere, had been West in the old days, so now in his perplexity he turned his face to his old love, searching for he knew not what, but instinctively obeying the primal stirrings that prompted the great race migration of our period.

But in the West he did not find what he sought, nameless though it was. He retraced his steps and then sought the newer North. It was then that he must have cried "Eureka!" For here was the Western North, a new West with all the pep of the old, a special brand of its own and an air of settledness and sobriety that no western land has ever had in its infancy at least.

When Men Were Men

The Ontario Government was in the first flush of its colonizing scheme for the northern part of the province at this time but the country was still innocent of railroads and depended exclusively on the shank's mares of its sons for its transportation facilities. And it was thus that George Taylor rounded the northern end of Lake Temiskaming on the three days' hike that brought him into New Liskeard, the then heart and nerve centre of the new country. New Liskeard is well called the mother of towns, for from her lusty lions have sprung sons and daughters that now outstrip her in wealth and population.



View showing how samples of hardware are displayed in the Cobalt branch of the George Taylor Hardware Co., Cobalt, Ont.

A Prophetic Vision

He was impressed with what he saw, with the superabundant natural resources of the Temiskaming country, and cer-

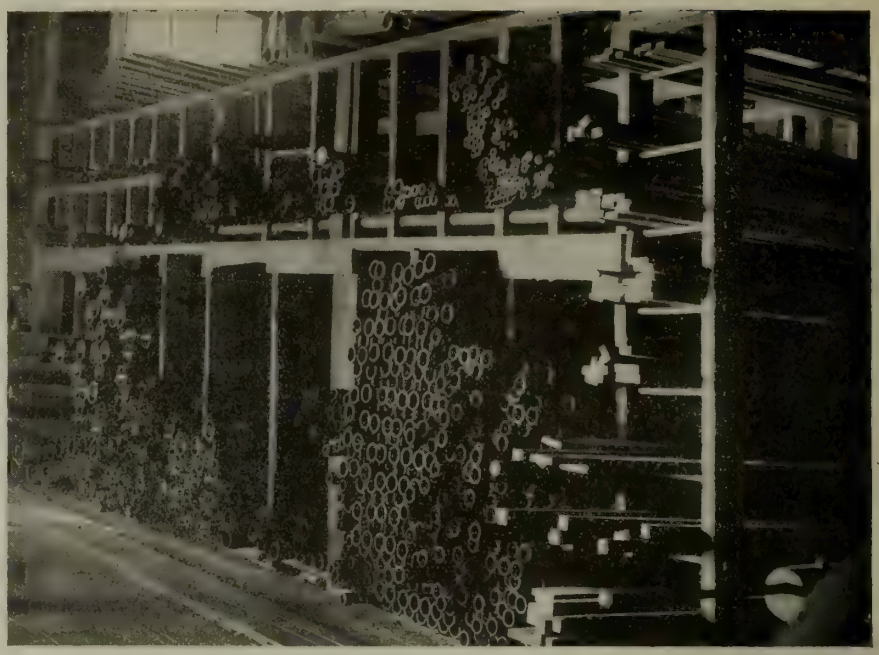
tain in his own mind that it contained the possibilities of a great centre into the lap of which the wealth of many should be poured. Some of his London friends disagreed with him and spoke wonderingly of this strange obsession of his for a mere wilderness. But he had seen his vision.

Later, many of them were to thrust aside the binding chains of a life time in order that they too might do this thing.

Giving Credit Where It Is Due

Although to-day the father has ceased to take any active part in the business, it is to him that the loyal sons ascribe any success they may have had. They are as unstinted in their filial appreciation of his forethought in picking out such a place and such a country for them to grow up and develop in and for his later care of the business he was to create and turn over to them as they are modest on their own behalf. As one says: "It's easy sailing to follow such a man but hard work to keep up to the mark he has set."

But to the impartial and unprejudiced observer they appear less as distinctive individuals than as a distinctive family which specializes in the use of waste display space in their mental stores; of an open mindedness and a clarity of ideas that result in virility of execution. Their minds are like their stores because the one created the other. And their stores are models of efficiency of the broadest and most human kind in which the mere fact that empty air and bare boards may be and are used to the limit of gainful possibility for the display of goods and prices, does not include with it a precise and machine-like efficiency that stultifies human efforts in clerks and customers. The Taylors draw a distinct line of demarcation between people and things. And they make it pay.



View in the Taylor warehouse at Cobalt, showing a portion of the pipe stock.

The Test of a Man

Fortunately for this family and for the work they had to do they are all men of splendid physique. This was fortunate in a country where even a white man to be accounted really worth while must be able to walk off with his two hundred pounds of a load, and an Indian with perhaps three hundred pounds. For there are good packers and poor ones and to walk across a slippery log, wave whipped, when one is laden down with a pagoda-like structure of flour and food strains every nerve and muscle as well as the tump-ine.

The rivers still teem with fish, the forests with game, but all that has disappeared. Roads and rails replace the long paddles and the man-killing port-

Interior view of the New Liskeard retail store of the George Taylor Hardware Co., Ltd.

View of the interior of the Cochrane Ont., branch of the George Taylor Hardware Co.

ages of the old days. But the country still belongs to the young man as it did in those days of three-hundred-mile trips, of dollar a pound bacon that had to be scraped of its rust before it could be cooked, and that could be smelt twenty chain lengths away from camp.

George Taylor had been a prominent figure in the life of London as a partner in the Taylor Bros. store. So when he bought out the hardware store of E. Monahan in New Liskeard in 1902 just when the ground swell of the great Cobalt and general north country boom was beginning to assume a distinctive entity it was only natural that he should continue the civic activities which had once made him mayor of London. He became a prominent figure in the business and political life of the new country. He is the president and one of the organizers of the famous Temiskaming and Hudson Bay Mining Co., and of the Dome Lake Mines.

His youngest son, Ralph Taylor, manager of the Cobalt store, was an alderman of the town for two years, and is secretary of the Red Cross Society, which after Toronto and Hamilton ranks next in Ontario in the size of its contribution.

Albert Taylor has been mayor of Cochrane, and Will Taylor is water commissioner of New Liskeard. All have actively participated in the municipal and political affairs of their respective towns. Will Taylor came direct from London to take charge of the New Liskeard store at the time of its purchase. His brother Albert followed him six months later in 1904, at which time all goods came into the country by boat, and all men by foot around the northern end of the Lake Temiskaming.

At the time of the Cobalt discoveries in 1905 a branch was opened there, and Ralph Taylor, then a boy of seventeen, was placed in charge. The company was orignally incorporated, with George Taylor as president, and James Taylor as secretary-treasurer. In 1908 the Larder Lake branch was opened to accommodate the needs of the great rush to that camp. This store was housed in a tent at first, and later in a log cabin. Unfortunately Larder Lake went the way of the less fortunate mining camps and the store did likewise; ceased to be. In 1911 the Cochrane branch was opened with Albert Taylor as manager, following the fire that had largely destroyed that place shortly before.

In 1915 the capitalization was increased to $250,000 and the name changed to the present one with Wm. A. Taylor as president.

Developing Along Lines of Least Resistance

A jobbing trade was done from the beginning, especially on the Quebec side of Lake Temiskaming, and especially in the case of the Cochrane and Cobalt districts. Each store had necessarily to develop along the lines of least resistance, which in the case of the head office at New Liskeard, was in the way of a general hardware business with especial reference to the needs of farmers and settlers as filled by general hardware, building supplies, lumbering tools, sporting goods, etc., with a small volume of prospector and mining trade.

In Cobalt the reverse is true, as the chief business there is a mining one, and is covered with a completeness very unusual to hardware stores in older mining camps than Cobalt.

The chief jobbing business is done here where two travelers call on the mines and small stores as against one in New Liskeard, and in contrast to Cochrane, where the jobbing business is done solely by mailing lists and catalogues.

Auto Accessories in Cobalt

It is in Cobalt that the Taylors have developed their auto accessories line to its greatest extent, so that now they operate a large gargage and sell cars as well as accessories.

New Liskeard carries a full line of accessories, but Cochrane is as yet a stranger to automobiles. The company first introduced their catalogue to the trade in Cobalt five years ago to reach the heavy buying mine trade.

This catalogue was based as merely introductory, and the goods were sold on list prices, so that a new catalogue was not necessary until quite recently. In Cochrane, however, a very complete catalogue covering the whole stock and giving complete information as to prices, etc., has been issued as an experiment which has already justified itself. Needless to say this catalogue is not mailed into the territory tapped by the other branches. The work of all three is so thoroughly co-ordinated and co-operative that such unnecessary duplication of effort becomes impossible. Each branch has its own problems, solves them

The above store at Cobalt was evacuated in 1909.

and passes the experience on to the rest for company digestion.

The Cochrane stock is largely a replica of the general hardware line carried in New Liskeard, with the exception of the fact that more attention is paid to the special needs of a very new country, of which Cochrane is the natural centre. For this town, its admirers will inform you, is the only town between North Bay and the North Pole. Literally it is two hundred and fifty miles due north of North Bay, and one hundred and fifty south of James Bay.

Secrets of Success

The country still calls for men and work as it did in the days when the Taylors, father and sons, did all their own work, from bookkeeping to warehousing. They say that the business pulled itself up by its boot straps, but it appears that they must have been tugging about that time too.

The country has experienced a very wonderful growth during their time in it. But they devoted themselves to their work in a way that would insure success in any country.

Worked All Night

In New Liskeard the store was open every night, and often on Sundays. Large quantities of goods were shipped over the White River. In order to do this it was necessary to work all night, for the boats arrived in town at eight o'clock in the evening, and left at seven in the morning. This meant that all orders must be put up over night to insure prompt shipment and satisfactory service. Very often a wheelbarrow was the only means of locomotion, but it was never beneath the dignity of a Taylor to wrestle with a wheelbarrow, to roll a barrel or carry a box. They had excellent reasons for their lack of pride. They had no clerks to do these things. Always they put their profits back in the business in the way of a wider range of lines. Always they gave full play to their ideas that the work of their hands might not go for naught. They dreamed dreams and lived to see them fulfilled.

View showing a portion of the interior of the C obalt store of the George Taylor Hardware Co.

Do You Figure Your Profits Correctly?

Many Merchants Fail Because They Err in Figuring Profits—Figuring on Selling Price the Best Method.

DESPITE the great amount of educational work which has been accomplished during the past few years, credit-managers state that one of the chief difficulties which they encounter in the retail business to-day is the incorrect methods followed by some retailers in figuring profits.

If a merchant wishes to make a success of his business it is essential that he should follow a proper method in arriving at his selling price, in order that after allowing for all expenses, he shall have a fair margin of profit.

The gross profit or margin embraces the difference between the cost and selling price of an article. It has been defined as "the difference between the cost of an article and the selling price; constituting the sum from which incidental expenses, risks and profits are to be met.

It is scientifically correct to use either the cost or selling price as a base in figuring the percentage of profit, so long as it is stated and made clear on what base the percentage has been calculated.

The majority of successful business houses, both retail and wholesale, follow the rule of figuring the percentage of profit on the selling price. This method is advocated by practically all authorities as correct and in accord with sound business principles.

Although there may be a slight variance of opinion regarding this important subject, practically all agree in one particular, and that is that the retail issue is the showing of net profits in dollars and cents at the end of the business year. In order to make a satisfactory showing it is necessary that a proper method of figuring profits should be followed throughout the year. An incorrect understanding of the proper method of figuring the percentage of profit is a rock on which many business ships have been wrecked. And where many men make their mistake is in their refusing to see or acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum—that if a fixed sum is a certain per cent. of a certain sum, it is a smaller per cent. of a larger sum; or in other words, if 25 is 25 per cent. of 100, it is only 20 per cent. of 125.

An example might be quoted in the case of a retail merchant who bought certain articles at $1 each. His cost of doing business, so he said, was 25 per cent. (based on gross sales), and he wanted to make a profit of 10 per cent., so he marked the articles to sell at $1.35. His price should have been $1.54 to make a 10 per cent. profit.

This merchant's cost of doing business was 25 per cent. of his selling price, but in pricing his goods he made the frequent and fatal mistake of only allowing 25 per cent. of the invoice price for his cost of doing business. He used the invoice cost as a base in figuring his selling price and although his cost of doing business (25 per cent.) was based on his gross sales, he only added 25 per cent. of his invoice price instead of 25 per cent. of his selling price. If using his invoice cost as a base, he should have added 54 per cent. to the cost price instead of 35 per cent.

50 *PER CENT. ON COST IS ONLY* 33 1-3 *PER CENT. ON SALES*

The majority of successful business firms, quite properly, figure their profits on the selling price, because expenses, taxes, sales totals, shrinkages, incidentals, etc., are figured on the gross sales or turnover. The selling price includes expenses, cost of goods and profit. The chief point to bear in mind is that 50 *per cent. on cost is only* 33 1-3 *per cent. on sales;* 25 *per cent. on cost is only* 20 *per cent. on sales;* 100 *per cent. on cost is only* 50 *per cent. on sales. The merchant who thinks he is making* 50 *per cent. and is only making* 33 1-3 *per cent. stands a splendid chance of being ruined by the miscalculation.*

But you say why should the profits be figured on the selling price instead of the cost price? There are many good reasons. The percentage of expense of conducting business is based on the selling price. If you talk per cent. of profit on cost and per cent. of profit on the selling price you are liable to get badly mixed. Mercantile and other taxes are nearly always based on a percentage of gross sales; sales totals are always given in books of record—very seldom are cost totals shown; allowances in percentages to customers are always from the selling price; no profit is made until a sale is effected; if profit is figured on the selling price it indicates correctly the amount of gross or net profit when amount of sales is stated; the percentage of profits on sales is indicative of the character of result of year's business.

Some people have an impression that the method of figuring the percentage of profit on the selling price is for the purpose of fooling ones self into believing that one is making less money than is really the case, but this is not so. Every retailer should figure the percentage of profit on the selling price in order to arrive at the exact truth and to avoid misleading themselves into believing they are making money when they are really losing.

A Good Illustration

An authority on "profit-figuring" recently quoted an incident which is a good illustration of the greater safety of figuring on sales. The case was that of a general manager of a business who sold an article which cost 80c for $1, and, basing his percentage of profit on the cost, figured that he was making 25 per cent. At the end of a given period the sales totaled $40.000. The presumption was that a profit of $10.000 had been realized, while the books only showed a profit of $8,000, or 20 per cent. of sales.

Regarding the rules for figuring the costs of doing business, it must be remembered that a merchant may fool himself by failing to charge all of his expenses into his cost of doing business, but his expenses will come out of his gross profits just the same.

The average values for live stock in Canada last year were as follows: Horses $123, as against $126 in 1914; milch cows $61, as against $57; other cattle $44, as against $42; sheep $8, as against $7; swine $15. as against $12. Approximately the total value of farm animals in Canada at the end of December is estimated at $750,667.000, compared with $725,530,000 in 1914.

German hardware manufacturers had in many cases their semi-manufactured and finished products commandeered by the government at prices considerably below the costs of production.

General interior view in retail department, Cochrane Hardware Company, Sudbury store. An abundance of light is supplied by the large show windows.

The accompanying article deals almost entirely with the retail store of the Cochrane Hardware Co., at Sudbury, Ont. Descriptions of the Company's splendid retail stores at North Bay and Sault Ste. Marie, Ont., have previously appeared in HARDWARE AND METAL. *There are many interesting features in connection with the Cochrane stores. One worthy of special notice is the manner in which the various hardware lines are displayed. An effort has been made to display as far as possible samples of all goods carried in stock. In the above illustrations a partial view is shown of the display tables which are used for displaying household goods and from which many sales are made. Special display stands have also been used for displaying some lines of kitchen utensils, carpet sweepers, etc. The paint stock as seen in the background of the photograph can be seen by all customers on entering the store. Specially constructed display racks are used for displaying some of the smaller articles used in the kitchen of the home.*

Making a Hardware Store

Manager of the Retail Hardware Department of Sudbury Public—New Ideas Constantly Sought For — Marked in Plain Figures—Display Tables in Stock—The Manager

Written for Hardware and Metal by O. D. Hixon, retail

IN offering this article to the many readers of Hardware and Metal, I might say that we of the Cochrane Hardware, Limited, are particularly proud of our business field, New Ontario, and of our places of business at Sudbury, North Bay, Sault Ste. Marie, and Copper Cliff.

The following deals entirely with our Sudbury branch, the mother store, from where our rapid expansion and growth has been fostered and guided by up-to-date management.

The photographs accompanying this article are of the Sudbury retail store. As many more would be necessary to give you an idea of our wholesale department, but as Hardware and Metal has asked for an article on our retail store only, for the present I will not touch the wholesale end of the business, and what I have to tell you here covers only our retail store, which fact I am anxious that you should keep before you, because many hardware men throughout Canada will wonder if it is possible that the floor space specified is really used to advantage for retail business up in New Ontario. It certainly is, and now just at the end of our first year, in these quarters, we find ourselves wondering from time to time where we will find room to stock and display certain lines. We use all the space we have, and to the best advantage.

A Complete Stock

Our stock is complete in all lines of shelf and heavy hardware, paints, oils, glass, builders' supplies, mining, mill, and lumbermen's supplies, electrical goods, and accessories of all kinds, tin, granite and aluminum ware, and household hardware of every description.

Cutlery, sporting goods, guns, rifles, and ammunition are given every attention that such departments require, and we pride ourselves on having in stock, always, all goods that our hosts of customers require. Prompt service by an experienced staff of salesmen, quick deliveries, and quality goods, at the lowest possible prices, are our mottos, and it is indeed rarely that we ever hear a complaint on any of these points.

Interior view Cochrane Hardware Company Sudbury store. Note silent salesmen mounted on casters. Tables of household goods are also shown.

The People's Store"

Firm Tells How Efforts Are Being Made to Please the Secures Ideas From Trade Papers — All Goods Sell Goods—Sample Automobiles Carried Endeavors to Meet Customers

manager, Cochrane Hardware Co., Ltd., Sudbury, Ont.

Goods Marked in Plain Figures

We are very particular regarding the marking of our goods, and everything bears a mark in plain figures. Where this is absolutely impossible, printed price lists, handy to customers and salesmen alike, are always supplied.

The electrical, plumbing, heating and tinshop departments are under the management of D. S. Humphrey, who has been with this firm for many years.

The "People's Store"

The retail end of the business is under the management of the writer, who has endeavored in every way possible to make this the "People's Store," one to which men, women and children are glad to come, and where they will find attractive displays of lines that interest them, and prices that will always prove attractive.

New ideas for displaying goods are eagerly sought for, and used if at all practical, and bright attractive display windows, with price tickets on all goods, are planned and executed as often as it is possible to plan and change eleven large windows. Here is a point that should prove very interesting to other hardware dealers throughout Canada. With the one exception, The J .H. Ashdown Hardware Co., of Winnipeg, I do not know of any store in Canada that can boast of such valuable display space in the form of show windows.

Large Display Windows

Referring to the photograph of the interior of our store, readers of this article will readily see what we have here in the way of a store and what a wonderful selling force our windows must be. A few measurements will probably prove interesting. This building is three storeys high and, with the exception of a few offices and a tinshop at the front of the second floor and a small lodge-room on the third floor, all the remaining space, including a basement under the entire building, are given up to hardware. The frontage on Durham Street is 120 feet, on Cedar Street 105 feet. The main entrance, which, by the way, is large enough to accommodate any automobile made to-day, is on Durham

Owing to the width of the Cochrane hardware store—120 ft.—the photographer encountered some difficulty in securing interior views which would show up the various departments. Although a large portion of the interior is shown in the accompanying views, there are several departments which could not be taken in the photograph. For instance, in the store two automobiles are shown on the main floor. The above view shows a portion of the sporting goods department. One silent salesman is devoted to a display of various lines of sporting goods. The silent salesmen are all mounted on stove casters and can be easily moved on short notice to any part of the store. A view on the following page will give the reader some idea of the extensive window display space which has been provided. A gasoline auto filling station is located in front of the store. The special electrical room at the north end of the store is not shown in the photographs. In this department a large stock of electrical goods is displayed. Portable backgrounds are a special feature of the large display windows.

Street, and is almost opposite the new post office and Custom's building, erected here recently.

The main store is 120 ft. by 50 ft., and all departments are in plain view, directly one enters by the above entrance, and are easily gotten to by numerous aisles and passageways, which are lined on either side by attractive displays of seasonable goods from every department.

Display Tables for Household Goods

To the right of the main entrance, and running the entire length of the store, are numerous special display tables, given up entirely to household hardware, such as wire goods, can-openers, and articles of a 5c, 10c and 15c nature.

These tables are silent salesmen in every sense of the word, and every day one can note a great number of sales from them, which take up no salesman's time, and which were truly the result of the display itself.

Stoves to the Front

To the left of the main entrance, and in a direct line with the tables mentioned above, is a line of ranges and cook stoves. These are goods that we all like to sell, and our policy of keeping them to the front the year round results in many unexpected range sales.

Six Silent Salesmen

Directly opposite the above, on either side of the entrance, and directly in front of the entrance, is a line of show cases, six in number. With the exception of the two cases facing the entrance an eight-foot isle divides the others. This gives, across the entire width of the store to the counters at the back, four distinct spaces flanked by these roomy aisles on either side. Directly back of the centre cases, fixtures to the height of four feet accommodate practically our entire stock of silverware and table cutlery, and back of these fixtures, occupying a space of 12 ft. by 12 ft., are the retail offices. This is enclosed by a solid hardwood railing, four ft. high, with entrances from either side isle.

Can See Customers

Readers will observe from the photographs that there are no fixtures anywhere to block the view from end to end or side to side of the store, and, with the office in the centre, directly facing the entrance, the manager is enabled to see at once anyone entering the store, to see that they receive prompt attention, and to greet each and every one that enters.

Here is another good point for hardware dealers to note: How many people come into your store during the day that you do not see? How many of these same people would you have liked to see? How many of your customers would like to see you personally, merely to pass the time of day perhaps, or to let you know that they are bringing their patronage to you?

Exterior view of the Sudbury branch, Cochrane Hardware Company, Ltd. Note extensive window display space.

The arrangement of our retail office is perfect, and the space given up to it is worth any rental you might put on it. I have been in Sudbury only a year, but I am sure that I know personally 95 per cent. of the people that visit our store. I speak to them every time they come in, they speak to me on the street, and even better than all this, which is valuable, mind you, when you are hustling for more business each and every day, I am able to see what my salesmen are doing towards serving each person, and I can at any moment direct special attention to any customer. We, like all other up-to-date merchants, are serving the public, and first, last, and always, they should be our main thought. An attractive store, attractive window displays, and other forms of drawing the people to your place of business, must be followed up by every attention to these people once they are inside.

Value of Show Windows

Coming back again to the show windows of our store, of which we are so proud, we want to impress on other dealers how valuable we consider them as a direct selling force. Our windows are all of uniform size, the glass being 8½ ft. by 8½ ft., and as the floor proper of the store forms the floor of our windows, we are enabled to make them of any depth desirable to suit the displays. However, we always aim to have them regular, and in a line at all times. We use portable backgrounds about 5 ft. high, and these are easily put up or taken down as we desire.

By the foregoing description you will note that our windows are not entirely enclosed in themselves, and passers-by are permitted a view of the interior of the store from any part of our great frontage. With these large numerous windows we are supplied with an abundance of light at all times during the day, and at night the lighting is accomplished by thirty 300 watt nitrogen lamps.

Location of Departments

The rear of our store, which, of course, runs the full length of the Durham Street frontage, 120 ft., is given up to the following departments: Sporting goods, tools, shelf hardware, cutlery and builders' supplies. Our shelving is roomy and regular, and metal boxes with hardwood facings are built to accom-

THE WAGES OF SILENCE

Two little birds were bachelors. Each was the other's chum. Said one of them: "This single life is growing stale and bum. I wish to candidly and most emphatically state that I shall advertise the fact that I desire a mate." The other said: "I would not have you think my feet are cold, but I should never advertise, for that is coarse and bold."

The wise one opened wide and deep his highly gifted throat, and sang with ardor and technique his amatory note. The maiden birds from far and near flocked in to hear him sing, and signified their willingness to wear his wedding ring; and very soon the anthem which he warbled from his breast had won a highly skilful wife to supervise his nest.

The one who wouldn't advertise still sits upon a limb, but lonely lady birds will never pause to look at him. He has some lovely qualities peculiarly his own, but just because he doesn't fill his lungs and make them known, his atmosphere is darkened by a cold and dismal blight, and neighbors have the notion that he isn't very bright.

—Printers' Ink.

modate our stock. Five special wall display cases at regular intervals accommode attractive displays from these departments.

The south end of the store is given up entirely to aluminum, enameled, nickel-plated, and tin ware, of which we keep a complete stock.

Attention to Brushes

The north end of the store is used for paints, varnishes, stains, and other lines adaptable to the paint trade. Brushes are given special attention at this department, and our full range is kept in display bins, properly priced, which has proved very successful, as we find these goods are picked up throughout the year and not only during the regular paint season.

Special Electrical Room

A special and separate electrical room, at the north end of the store, accommodates a large stock of electrical fixtures and sundries. Special attention is given here to make this end of the business an attractive spot for customers visiting any other department. All our fixtures are wired and connected, and at night especially this electrical room is a drawing card for much profitable business.

Automobile and accessories are comparatively new departments with us, and regarding the latter, we are using great care in the selection of our stock, endeavoring to keep only those accessories that are really saleable. We are agents for the Chevrolet and Studebaker cars. The Chevrolet is a popular-priced car, and our sales this year will surpass our expectations by possibly twenty cars. A "Chevrolet" and "Studebaker" of the latest model are kept on the floor of our retail store, and here close inspection is possible, while demonstrating cars of both makes are in use daily.

Our show cases are given up to displays of pocket cutlery, scissors, cut glass, silverware, brassware, and other such lines, and are always kept neatly arranged and as attractive as possible to make them.

The basement is divided into separate stock rooms, accommodating fittings of all kinds reserve paint stock, oil stock, heavy goods. These stock rooms are kept as neat and as well arranged as our retail store, and if we are obliged to take a customer to this part of the store we can do so, knowing that the impression created in our main store is not spoiled by a disorderly basement.

The second and third floors are used as stock rooms for all classes of goods, and here again the same attention is given to the arrangement and care of stock.

Directly in the rear of our main store on the ground floor is a roomy receiving and delivery department, looked after by a practical man and goods incoming or outgoing are carefully checked, and unpacked or packed as the case may be.

A simple effective system is in force throughout the entire building, and detail work is simplified accordingly.

Our staff consists of six experienced salesmen, receiving clerk, delivery clerk, and a porter, in addition to a delivery staff adequate at all times to handle promptly deliveries of every nature.

Cleanliness, order, and system are given every thought and attention, and we feel as one in regard to these essentials, just as we do in regard to everything pertaining to the service and attention of every customer coming into our establishment.

Read Trade Papers

As a whole, have we not every reason to feel proud of our place of business, and still, in conclusion, let me add that we have not yet reached the stage when we feel absolutely satisfied with everything. We read carefully every article we can secure dealing with other stores' methods of arrangement and display, and we very often pick up valuable pointers in this way.

May our efforts prove of interest and assistance to some of the many hardware dealers throughout this great Dominion, is our especial desire in offering this article to the readers of Hardware and Metal.

View of Sporting Goods Department, Cochrane Hardware Company, Sudbury, Ontario.

A Hardwareman's Auto Bus Line

The Birth of an Idea for Home Use in a Foreign Land—The Complete Equipment of a New Business as an Adjunct to the Old—Service the Predominant Feature That Has Insured its Success—Adaptation of the Service to the Householder's Needs

An authorized interview by Hardware and Metal representative with W. E. Ranger, Lachine, Que.

IT was during my trip to the Panama Exposition that the idea of an auto-bus line first occurred to me. I could not fail to notice the great success of bus lines not only in cities like Salt Lake and San Francisco, but also in the smaller towns that corresponded in size to Lachine. So when I returned home I got busy.

Our service was installed on April 1, 1915, and continued daily until October. This year we will operate until November. We operate a Stewart and a Studebaker car, each capable of holding twelve passengers besides the chauffeur and conductor. The initial expense of cars and equipment was large. A depot was constructed next door to the hardware store, uniforms were bought for the four employees, and everything needful to insure success was done before the service was instituted, in order that the time table might be lived up to. Right here I want to emphasize the importance of that one point of being on time.

Incidentally on the reverse side of our time table we carry really catchy ads in both languages calling attention to the seasonable and sporting goods lines most in demand with the summer people, and we lay stress on our auto and motor boat accessories.

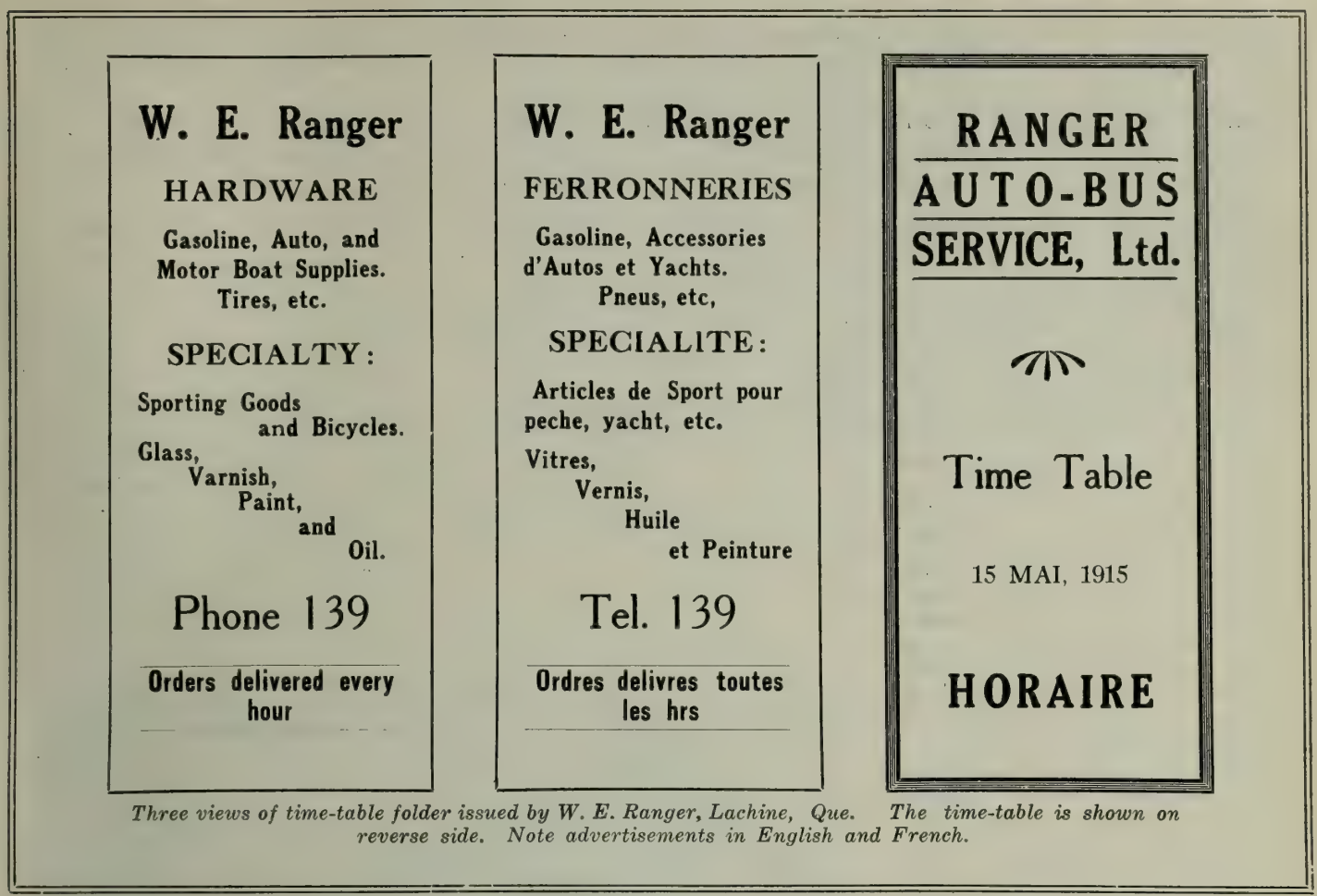
By maintaining consistently a hard-and-fast schedule we did more to get and hold the travelling and shopping public than any other act would have done. A systematic service is most essential. To do all this it may be necessary to face a loss at first. It is merely the deficit, not a loss caused by the initial expense of any worth while long-continued advertising scheme. The installation of well-oiled machinery of business is advertising in the broadest sense. It is a case of acquainting potential customers with one's value to them.

In the auto accessory lines we make a point of carrying all of the parts likely to be needed either by ourselves or our customers, whether it is a new tire or a spark plug that is needed we are usually able to meet the demand promptly. That is found to be the gist of the success of serving auto owners, promptness in filling their wants. There are eighty cars in this vicinity. The number is growing of course but the original number when we started our auto accessory line was much less. The auto accessory line depends of course upon the increase in the number of those using cars. Fortunately a steady growth continues in that respect always, everywhere.

As gasoline is one of the chief channels of approach in the auto accessory trade, we feature that in a variety of signs in and on the store, outside where they may be seen, and in all parts of the town. The gasoline pump house is properly labeled with the name of that article; an ordinary plain sign of a large size in front of the store, and an extremely large one that extends the full length of the store, whence it may be seen from all over the street.

Manufacturers now offer so many inducements that it is possible to add a considerable quantity of fancy display cases at a minimum of cost, and the guarantee of the manufacturer to protect the dealer is such that he is enabled to give the trade assurances as to the wearing qualities of the goods which would have been impossible a few years back. In the case of the more costly goods, it is not necessary to carry a large stock on hand. A great deal of the selling may be done by catalogue, and in any case one sample is sufficient of such articles as expensive sets of tires or costly shock absorbers, or anything of that class of goods. A large stock is to

Views of W. E. Rangers auto-bus and hardware store. Complete details are given in the accompanying article.



Three views of time-table folder issued by W. E. Ranger, Lachine, Que. The time-table is shown on reverse side. Note advertisements in English and French.

be avoided, and it may be guarded against by buying close at home, but only as needed, and in this way keep the stock down to irreducible minimum. Of course, better prices may sometimes be obtained at a greater distance; but in that case one must have the goods on hand, while by depending upon some nearby jobber it is possible to supply the trade very promptly without going to the expense of carrying a stock that will run into any large amount of money.

A line consisting of spark plugs, oils, auto lamps, switches, ignition systems and spark coils, will include a part at least of the lines that go quickly and are in constant demand, and upon which the dealer may depend for quick turnovers.

Our deliveries are all made by these autos. By a special arrangement a boy takes one of the cars out between bus service trips at whatever hour of the day business happens to be light. Thus without any interference with our schedule we are enabled to make deliveries promptly and at the minimum of expense.

Selling Auto Accessories

We have handled auto accessories for some time. We have been so successful that we contemplate adding to this branch of our business this spring. The idea of the bus service received its initial impulse from the fact that we were already interested in auto lines. Our chief object in making the step was to make it possible for customers from the nearby towns to reach Lachine in the first instance, and to be dropped at this store in the second instance. The idea, once in actual practice, has grown of its own volition until its ramifications affect every department of our business.

Lake Ste. Louise, with its well-to-do summer people, lies a few miles away. Along the river lay the scattered homes of another prosperous summer colony. It was these people we wished to reach. To sell them and their children and their guests motor boats and fishing tackle. To push the sale of paint to the owners of hastily-constructed houses, furnish them with builders' and household hardware, and, in fact, to be the prop and mainstay of a village that lay close to us and had no hardware store. Now, these people not only shop with us, they entrust orders to our conductor as they do to the grocery man. The come down for the ride on a hot day and stay to shop. They sometimes come to Lachine instead of going to Montreal. For those who wish to go to the latter place we meet the cars promptly. Travelling men and tourists depend on us. The line is a small business in itself, but chiefly it has a hundred tentacles out for the hardware store.

There is a race track in Dorval, another source of revenue for us. We carry the crowds to and from the races. For this trip of six miles return we charge twenty-five cents.

All summer long we run excursions for schools and societies at special rates to the beauty spots in the vicinity.

In my travels and from the conversation of others I know that there are countless places in Canada where this experience may be duplicated. The exercise of some initiative in inaugurating the service, coupled with a close study of local conditions, should insure success. Of course, the beginner in any branch of the automobile trade must forever bear in mind that it is a changeable trade. It is as variable as women's clothes. The smart whistle of to-day may be the junk of to-morrow. The keen competition of manufacturers, coupled with the changing whims of wealthy buyers, have created this condition. But therein lies the dealer's chance. The buyer is always looking for new improvements in the auto line, so that by carrying a light stock of many lines that may be quickly replenished from the jobbing centre, the dealer may always be prepared to push new and better lines. Be watchful, but be aggressive.

Auto Accessories in a Mining Camp

Phenomenal Growth of a Mining Camp Hardware Store—The Rapid Growth of the Auto Accessory Line and Some Opinions on It—Advises Against Handling Lines That Will Stand the Test of Time

An authorized interview by a Hardware and Metal representative with Ralph Taylor, manager of the Cobalt branch of the George Taylor Hardware, Limited.

SINCE this branch was opened in 1905 the business has developed a turnover six to eight times as great as that of the first year's business. The whole trade in its very elements has changed proportionately. In the old days when a man came in we did not ask him what he wanted; we knew. We simply gave him a tin plate, a cup, a knife, fork and spoon, a pick and shovel, and away he went. My first day's sales were made in this way to a prospector and they totalled just six dollars and forty cents.

We stocked from New Liskeard mostly at first, but the business increased so rapidly that we had to enlarge and the business has now developed into a highly specialized wholesale and retail one in mine supplies and hardware, automobiles and accessories.

Everything Dependent on Mining

Mining, the basis of all prosperity here, is holding up well and the conditions governing it are such that a greater quantity of hardware is required to-day than ever before for work of an experimental nature about the mills and shaft houses. This again leads to the increased mining of low grade ores and the creation of new markets for all lines. Further, the advance in silver from the forty-five cents an ounce of a few months ago to that of fifty-eight cents to-day, has revolutionized the whole industry.

Sub-Divisions of the Stock

Mine hardware, besides specializing, must include a large number of lines common to the hardware business as a whole. We divide this business into four departments under separate heads, which are as follows: The Drill Department, which covers the sales agency of mining drills and accessories, the Auto and Auto Accessory Department, the Assay Supply Department for mine assay office and laboratory supplies, and the General Hardware Department. This last could be sub-divided into as many more, such as Builders' Hardware, General Mine Hardware, etc. We also do a big business in such commonplace lines as paint, sporting goods, etc.

A Wide Range of Stock

The stock is kept so complete that we can supply all of the needs that are likely to occur in the upkeep of the large plants of machinery in the mills. We carry from $2,500 to $3,000 in belting alone and have a record of $6,000 in sales of drills to one mine in 30 days. Pipe fittings up to eight inches in size are carried so as to care for the constant repairs on old air and water lines and the constant installation of new ones.

Pulleys up to thirty-six inches in size are carried to care for the machinery needs of shaft houses and mills. A correspondingly wide range of mill machinery parts is carried as a reserve stock in the cellar with the reserves of paints, glass and other lines that go into all hardware stocks.

Special Oil House

The oils are kept in a separate house of reinforced concrete. A two-storied warehouse of 40 x 70 feet, convenient to the railroad track is used entirely for the storage of heavy goods, such as pipe, steel, nails, rails, building and roofing paper, etc. In the assay supply department we carry a complete line of muffles, crucibles, acids, fluxes, etc.

In the drill department there are air drills and various kinds of air drill, steam and water hose and fittings. A good business is done in ammunition as might be expected in this country. This is also true of all kinds of handles, which we stock in two grades.

All of these lines have grown up as the result of certain definite needs that thrust themselves upon our notice, crying for filling. In no case was this more true than in our inclusion of the auto accessory line in our stock.

Adding of New Line

The auto and accessory line was first brought to our notice in a very casual way, in the spring of 1913, when we decided to purchase a Ford car. To help out the cost of it, and because there appeared to be a market for cheap cars about here, we took the agency for this section. The business grew rapidly. We saw that we had neglected the most important part of the business and one most capable of development, namely, the accessory end. So in the spring of 1914 we laid in a full stock of accessories. The growth continued so that in the spring of 1915 we built our present concrete garage, and now in the spring of 1916 we are once more crowded for room in this branch of our business.

Our automobile season only lasts from April to November here on account of the deep snow, so that in the intervening months we must store the whole line away. But during the season we display the accessories in show cases, and windows almost exclusively, and carry a wide range of all the best selling articles. In tires our sizes range from 30 x 3½ up to 37 x 5. We make this factor of a wide selection a cardinal feature of the stock. In addition to the displays we feature auto signs in the store front a great deal and have installed a gasoline pump at the door.

There are one hundred and twenty-five cars of all makes in the territory that extends from here up to Porcupine and Cochrane. We were the first on the ground so we have the Ford agency for the whole and have a sub dealer in Porcupine. We try to get as many cars as possible for overhauling in the winter months and in this way keep our organization intact by keeping two repair men busy all winter.

Our contract calls for us to take eighteen cars during the winter months

Partial view of garage run in connection with Taylor's Cobalt store. The door where the cars enter is not shown in the photograph.

and in order to do this we are working prospects while the cars are piling up. It seems almost impossible to get a man to sign an order until there is some prospect of him being able to use the car.

We have hard going at times to sell as many cars as our contract calls for. But by contrast we carry three times as many parts as our contract calls for as a result of the wear and tear on small parts, etc. The factor of smash-ups enters into this to a great extent and helps our sales out very materially partly as a result of the bad roads that prevail beyond the twenty-five mile radius. The rough roads of the district cause, perhaps, more demand for parts than in other sections. Within that limit the roads are exceptionally good and conducive to an interest in cars.

Utility the Watchword

In this connection it is well to state that we find it advisable to carry all really useful lines of accessories, those that will stand use and talking about between car owners, who by the way compare notes as carefully as women shoppers. We avoid the frills in accessories. A man may plaster his car with so many things at first that a dealer should seek to advise him against useless expenditure. There are so many things that are actually needed that only a false viewpoint will induce the dealer to unload articles of a purely ornamental value on a new car owner. At first it may go well but eventually those innocent car owners will get their heads together.

If we were not selling cars we could sell more accessories for we could then point out how bare a car is and how much it requires before the full measure of enjoyment may be extracted from it. This is particularly true of Fords which offer a great opportunity to the live dealer. Every car must have a foot accelerator, a horn, a tool box, etc. The latter are always sold to Ford owners for however handy the seat may be for storage purposes it is usually found to be an awkward place to get at, especially if there are ladies out in the car.

An Exploded Theory About Gasoline Prices

The present high price of gasoline is often mentioned as a probable cause of a cessation of orders in the automobile industry. It is taken for granted that gasoline bills represent the chief cost of upkeep of a car, this is very far removed from the truth. Tires are the chief source of expense in automobile upkeep and gasoline ranks well down the list. Many varieties of parts and accessories come ahead of gasoline in the matter of expense, and yet gasoline is looked upon as essentially an automobile line while the others are scarcely ever mentioned except in some special connection.

Car Owner Is Good Pay

Undoubtedly the accessory trade is a good one. There is more money in it proportionately than in any other part of the garage business. Gasoline is sold on a close margin as every dealer knows and tires are handled on a price that is fixed by the manufacturer but on most of the other lines there is every opportunity for a very good margin of profit.

Auto accessory window display at Cobalt store of George Taylor Hardware Co.

It is a rule almost that the man who can afford to buy a car is the man who will pay his bills promptly, so that it has the added attraction of almost being a cash business. This is really a very important phase of this trade.

A Trade Puller

At any rate we find this a very nice business, when we sell a man a car we find we have clinched not only his motor but most of his other hardware business. This applies with equal force to the accessory trade—if he comes for gasoline, he comes for nails and this is a very important feature for the dealers' consideration. The man with the most lines has the greatest chance of doing the best business. Consider the department store, we can't all be Eatons but we can all emulate their variety and range of stock.

A Retail Auto Truck Service

For the last two years we have partially displaced horses on our delivery work by auto trucks. It was found necessary to retain some for the winter work and for all the year round handling of lengths of heavy pipe that would require very heavy and expensive trucks instead of the converted runabouts that we use at present.

Otherwise there is no comparison between the two methods and we have come to the conclusion that we could afford to bear twice the expense of horse delivery for the increased satisfaction and efficiency we derive from the use of auto truck delivery. However we are not put to bear any such abnormal cost for our records prove that our average cost per month per car does not exceed thirty dollars and for this cost each car covers from thirty to forty-five miles a day of good roads to say nothing of some of the well nigh impossible roads that lead to the mines.

Advertise In Some Way

There is no doubt that a firm must be kept prominently before the public if it is to endure and improve. For a long time we indulged in a newspaper column called "Taylors' News" for the single purpose of keeping our name before the public eye. And if thinking and talking about us are results, we had them. But whether by the spectacular, or the practical the thing must be done on the floor of the store, on paper and in the window, at all times and in all places, else in these days the business that neglects them will fade into a memory.

WESTERN CHANGE

R. H. Mainer, of The Mainer Electric Co. Resigns to Go Into Active Service

A change, which will be of interest to the trade throughout Western Canada, has taken place in the personnel of The Mainer Electric Co., Ltd. R. H. Mainer, who since the organization of the Company has had control of this business has resigned his position to go into active service with one of the regiments now being formed in Winnipeg. The position of manager has been given to J. Gordon Smith, who is a well-known figure in the hardware trade, being for a number of years on the traveling staff of The McClary Mfg. Co., Ltd.

Mr. Smith joined the staff of The Mainer Electric Company shortly after its incorporation and in 1915 was made Secretary of the Company, which position he still holds together with that of Manager.

The business will be carried on as before with the exception of the addition of an automobile accessory department. Considerable business has already been done in this line by the company, but the plans are for a considerable extension of the stock now carried by them.

Australia also had a magnificent crop of wheat for the season 1915-16. The yield was 164,438,215 bushels, as compared with 24,861,051 bushels in 1914, and 103,352,833 bushels in 1913.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MARCH 18, 1916 No. 18

EDITORIAL BRIEFS

A GREAT many retailers are still selling goods at retail prices based on the costs of purchases made six or eight months ago. This is a time when stocks of merchandise should be re-marked, basing selling prices on present costs.

* * *

FIFTY-CENT gasoline by July, so the wiseacres say. Did some deluded soul say he recalls the time when it was fifteen-cent? On, on, ye braves! Why not make the slogan "Dollar Gas by Christmas—and Bust?"

* * *

THE word co-operation has a deep significance for the retailer. Co-operation is one of the most necessary forces in the retail hardware store to-day. Without the loyal co-operation of his staff, no merchant will achieve the best results.

* * *

WHAT bank manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

* * *

TWO of the serious drains or "leaks" in the hardware trade are unproductive advertising and constant breakages of glass. The former is caused by lack of right method: the latter by a lack of knowledge of the proper way to cut glass. With the aid of some simple rules to guide the drains can be eliminated. Elsewhere in this issue these matters are treated under separate heads. Consult them, study them, apply them. They are worth your earnest attention.

OUR SPRING NUMBER

IN this issue we present to our readers our twenty-eighth annual spring number. We have endeavored to make this issue a practical and valuable one for the retail hardware merchants of Canada. In order to secure the information and illustrations necessary for the editorial section, the editors of HARDWARE AND METAL have traveled many hundreds of miles, and have interviewed dozens of retail hardware merchants, wholesalers, and manufacturers. We have endeavored to present only such matter as will be actually useful to retailers and their salesmen. By reading the editorial pages hardwaremen will secure many new ideas, not ideas of arm-chair theorists, but the ideas of men who are actually engaged in business and who are daily confronted with business problems in which all branches of the trade are more or less interested. In addition to the great wealth of practical information contained in the editorial department, the progressive merchant will find much to interest him in the advertising pages.

By studying the advertising pages he will find that many new products have been placed on the market. He will learn more about the goods which he already has in stock. This number is one that can be studied at leisure and kept on hand for future reference. It will be found valuable on many occasions during the next year.

NEW FEATURES

COMMENCING in this issue a new series has been started on "Criminal Law and Its Application to Commercial Transactions," prepared for HARDWARE AND METAL by Walter E. Lear, of Osgoode Hall, Toronto, barrister-at-law.

The articles will deal with the criminal law with particular regard to the retail business. This series should prove exceedingly valuable to our many subscribers throughout Canada. In addition to the series of articles, HARDWARE AND METAL has made an arrangement whereby subscribers to HARDWARE AND METAL can send in inquiries regarding legal matters, and they will be answered without cost to the subscriber. The only stipulation being that the subscriber must send in his name as an evidence of good faith. Names of inquirers will not be given when publishing answers.

Another feature which will be of interest to readers of HARDWARE AND METAL will be the publication of standard lists which will be started in the near future in this paper. One or more standard lists will appear each week. They will be arranged in

such a manner that they can be clipped out by the retailers and filed in cost books or elsewhere. A new series on "Practical Sheet Metal Work" recently commenced, and Article No. 8 of the series appears in this issue. This series promises to be even more interesting and practical than any of the excellent series which we have published in the past.

Other new features will be announced within the next few weeks. Despite the fact that we are constantly receiving letters from subscribers telling us how valuable our paper is to the retailer, the editors of HARDWARE AND METAL believe that leaving good enough alone, is standing still, and they are always working to secure new ideas and new features to give readers what HARDWARE AND METAL has always been working to secure new ideas and new features to give readers what HARDWARE AND METAL has always striven to give the best possible service.

THE FRONT COVER

WITH this issue another worthy addition has been added to the series of excellent front covers which have appeared on the annual spring and fall numbers of HARDWARE AND METAL.

The task of painting the front cover for this issue was allotted to C. W. Jeffreys, one of Canada's most prominent artists, who has painted covers for HARDWARE AND METAL for the past six years, and who during that time has prepared many covers which have been favorably commented upon by large numbers of HARDWARE AND METAL readers throughout the Dominion.

The cover on this issue is particularly appropriate for this season of the year when hardware merchants are receiving their spring shipments. The scene is a familiar one to the hardware trade in all it s branches.

MORE WAR ORDERS

ELSEWHERE in this issue an article appears telling of wonderful development of the munitions industry in Canada since the outbreak of the war. It is interesting to know that munitions contracts amounting to two hundred million dollars, placed at various periods as far back as eleven or twelve months ago, still await completion, and that as a result of conferences held between Sir Thomas White, Dominion Minister of Finance, Ottawa, the Imperial Munitions Board, and leading bankers, arrangements have been practically concluded whereby the latter will extend a credit of $75,000,000 to the British Government, and further munitions contracts for Canada amounting to in the neighborhood of $100,000,000, will become available as a result.

During the early part of the present year it was decided to establish a plant in Canada for the loading of time fuses, where all of the latter manufactured in Canada at different points could be sent for assembling and loading.

A suitable site for the plant has been procured, of about 50 acres, where it is expected plenty of labor will be available.

The loading of time fuses is quite an intricate and delicate operation requiring a large amount of skilled labor, and the plant indicated will give employment to about 2,000 people. The buildings are now under construction, and should be finished and ready for occupation by April 15.

ARE WEEKLY PAPER ADS. READ?

ON a few occasions lately merchants have asserted that they had given up advertising in their local weekly papers as no one ever read the ads. They know, because they had tried newspaper advertising without results. Daily ads. were all right, they admitted, judging by the continuous performances of some merchants, but the weekly was not in their class.

Complaints of this kind are not frequent in the hardware trade and in most cases, we believe, the merchant himself is to blame more than the paper or its readers. We have one town in mind where the whole advertising section of the paper looks dead, no more interesting than so much plate, fill-up matter. The ads. run week after week without a change, and whenever they are altered they are filled with generalities, such as: "See our new goods, etc." Not a price, not a line of description of the individual lines, nothing to show why they are worthy of the public's inspection and purchase; nothing better or more inspiring in fact than if we should read: "Jinks Bros., we keep hardware."

One of the important points with respect to advertising is to see that the advertisement is kept alive. By that is meant that it should be changed every week, if it happens to be a weekly newspaper in your neighborhood. Who would care to read over a piece of news for the second time in the columns of a daily newspaper? A newspaper which habitually republished items in which there was nothing new would not last long as a newspaper.

What holds true in the case of a newspaper serving up live news to the public also holds true for the merchant who buys space to tell about his goods. There should be a fund of material large enough in any hardware store to furnish fifty-two live ads. during the course of a year. And there is, too, if the merchant will but expend enough effort on the matter to think up something new and entertaining. Observe the large department stores. You will never find that they repeat the same advertisement twice. If they have the same story to tell they will contrive to put a different heading on it and change the wording a bit in order to make it appear like a new story. They realize that the main value of their advertisement lies in the fact that it is made new and interesting each time. Keep your ad. a "live" one.

REDISCOVERING OLD PARTS

ELSEWHERE in this issue is given a detailed description of the development of a business from the humble beginnings of pioneer days to the present large proportions. In succeeding issues we will treat important phases of this interesting growth which so closely corresponds with that of the new country it is associated with, that their mutual development may be said to have synchronized.

From serving the rude needs of a floating and transient pioneer population the business has developed into a large organization with three important retail stores, and all as a result of the driving power of the human energy of the personnel of the company.

The importance of the history of this development to HARDWARE AND METAL readers lies in the fact that the conditions that existed in Northern Ontario during its making, the immensity of its possibilities, the crudeness of its wants and the vastness of its future are exactly paralleled in many sections of this country to-day. And in the opinion of many competent authorities the cessation of the war will witness an active resumption of the arrested development of many of these sections of our country. The moral of this story, however, may well find a broader application than the mere comparison of its salient features with those of some other pioneer businesses. A broader and more comprehensive point of view will recognize the fact that the same breadth of vision and the same ability to grasp and turn to good advantage the opportunity of circumstance that characterized this business history is possible to other merchants and other conditions than those of new Ontario. There is within our Old Ontario many an unsung new one awaiting only the directly business vision of those who will strike out boldly into the current of events.

CIVIC IMPROVEMENT

HARDWAREMEN in many towns throughout Canada during the past year or two have given their efforts toward having a clean-up and paint-up week. In this they have shown themselves the advance heralds of a larger movement which is just now getting under way. In January of this year there was a notable gathering of men and women at Ottawa for the purpose of forming a Civic Improvement League for Canada.

Preliminary organization was completed and a provisional committee named of which Sir John Willison, of Toronto, is chairman. The objects of the league are set forth as: "To assist in promoting the highest interests of the cities, towns and villages of Canada and the welfare of its citizens by the study and advancement of the best principles and methods of civic improvement and development; to encourage and organize those social forces which make for efficient Canadian citizenship, and to secure a general and effective interest in all municipal affairs."

Hon. Dr. J. J.Guerin, ex-Mayor of Montreal, at the conference, said the whole tendency of the movement was to improve the homes of the citizens and consequently the municipalities.

In starting these paint-up and clean-up campaigns, hardwaremen have perhaps built better than they knew. Those villages and towns of Canada which are ragged and unkempt can be made beautiful very cheaply.

Why not see to it that a permanent branch of the Civic Improvement League of Canada is organized in your town right now?

NEW RATES OF ASSESSMENT

THE Workmen's Compensation Board will make a report to the present session of the Ontario Legislature in which, generally speaking, the new rates of assessment on employers on behalf of the Act will be less than last year. In a few instances where the rates were found to be insufficient they will be increased. On the whole there will be a downward reduction.

The first year of the operation of the Act has been quite generally satisfactory. Rates of assessment last year varied all the way from 30 cents on each $100 of wages paid to $10.00 on the same amount. The latter assessment applies to industries where dynamite and other high explosives are manufactured.

One of the points not yet settled is who shall bear the cost of the medical expenses in case of an injury to a workman. Up to the present the workman had to pay his own medical fees.

The medical associations are of the opinion they should be assessed against the employers also. Representations to have the Act amended in this respect will in all probability be made by the medical profession to the Legislature.

A NEW REGULATION

ONE of the recent regulations of the Ontario Workmen's Compensation Board will affect many hardware merchants. Provisions of the Act as applied last year exempted tinshops from the working of the Act where less than four men were employed. Under the new regulation if only one man is employed and he leaves the premises of his employer to do work, such as the installing of furnaces, that employee comes within the scope of the Act.

If, however, a tinshop is run in connection with a hardware store for the purpose of making small repairs, and in which the workman is perhaps a clerk in the store and goes into the tinshop to do these odd jobs, that tinshop is exempted altogether.

The rule, as stated by the Board, is: Where workmen leave the store or shop to do work for customers they come under the jurisdiction of the Act. This will undoubtedly affect quite a number of hardware merchants.

Unfilled Tonnage Greatest on Record

Report of Steel Corporation Indicates the Condition in the Steel Trades—Comparison of Prices Since Outbreak of the War—High Costs of Hardware

LATE last fall, particularly during October and November, Hardware and Metal published a number of articles directing attention to the unprecedented conditions then prevailing in the steel trades and suggested that the trade anticipate future needs as far in advance as possible

Occurrences, and conditions which have developed during the past four or five months have proven that the predictions of last fall were correct. Conditions in the steel trades instead of improving have grown worse and the mills to-day are farther behind than ever, with the result that prices of nearly all hardware lines in the manufacture of which iron and steel is used have been advancing rapidly.

Not only have prices advanced at an almost unbelievable rate, but it is almost impossible to secure supplies of certain lines of goods.

Hardware and Metal's weekly market reports have each week, for many months past directed attention to the many price changes taking place from week to week and of the scarcity of certain products.

The table shown on this page giving comparative prices at various dates since August, 1914, will give the reader some idea of the high prices which now prevail compared with the prices of a few months ago.

All small goods such as tacks, screws, hooks and eyes, tools and hundreds of other lines have advanced tremendously during the past few months. Flat head wood screws, for instance, at the outbreak of the war were quoted at a discount of 85-10-7½-10-5 per cent. from list. To-day the discount is 80-10 per cent., an advance of 20 per cent. having gone into effect this week.

For a period after the war broke out the steel situation was very much depressed. The domestic consumption fell to low levels with the railroads buying but little. The war consumption was apparently not considered as an important factor. In fact, such were the influences that prices declined and, as will be seen from the accompanying table, they were lower a year after the war broke out than when the great conflict started.

After the manufacture of munitions had been taken up in Canada—several months after the outbreak of the war—the new industry made itself felt in the consumption of steel. Not only did a heavy demand develop for steel to be used in making shells, but there was a revival of the domestic demand, principally in the United States.

In November last, the situation became so acute that the United States Steel Corporation withdrew all quotations to the Canadian trade. The unfilled tonnage of the Corporation to-day is the largest on record. The American Metal Market states that on March 10, the United States Steel Corporation reported unfilled orders, aggregating 8,568,966 tons carried on the books of the various subsidiary companies at the close of business Feb. 29. These are the heaviest orders unfilled ever reported by the corporation, even in the days when intercompany business was included in the public returns. The previous maximum tonnage was reported in December, 1906, when the orders aggregated 8,489,718 tons.

The total February output of ingots by the corporation is estimated 1,625,000 tons which is at the rate of 65,000 tons per day during the 25 active days of the month, including holidays which were not observed by the steel companies in February, but exclusive of Sundays. Thus the average daily tonnage was the heaviest ever reported, but the total output was smaller than in December or even in January, because of the fewer number of days in February.

It is thus indicated that the February output of rolled steel products aggregated approximately, 1,300,000 tons and shipments were slightly less, being but a little under the rate of 52,000 tons per day during the 25 active days under consideration. Shipments, while heavy, were exceeded in December, for the same reason that the total output was smaller in that month. The average daily rate of shipments, however, was larger than in December, in this respect again making a new high record.

A year ago, that is in February, 1915, the corporation was operating at the rate of only 63 per cent. of total capacity. To-day every furnace and every mill that it is possible to operate, is in service. The February, 1916, production of ingots was nearly twice what it was in February last year.

It is a startling fact that the orders for rolled steel booked last month were almost 2,000,000 tons, the indication being 1,946,199 tons as the bookings exceeded the shipments by 646,199 tons. In February last year the total rolled orders were 735,000 tons, and in February, 1914, a little over 1,000,000 tons.

Since the first of March, both the output and shipments of finished products have been at a higher rate than in February and with a larger number of days, the indication is that March will break all previous records in the history of the industry; at least as far as production and shipments are concerned.

COMPARATIVE PRICES—MONTREAL BASIS

	Mar. 15, 1916	Nov. 15, 1915	July 31, 1915	Aug. 1, 1914
Common bar iron..	$2.45	$2.20	$2.00	$2.05
Refined iron	2.70	2.45	2.30	2.40
Horseshoe iron ...	2.70	2.45	2.40	2.40
Mild steel	2.80	2.45	2.10	2.25
Sleighshoe steel ..	2.80	2.45	2.10	2.25
Reeled mach. steel.	3.50	2.85	2.75	2.75
Tire steel	2.90	2.55	2.25	2.35
Toe calk steel	3.70	3.05	2.75	3.10
Wire nails	3.45	2.70	2.40	2.25
Staples, galv.	4.65	3.85	3.60	....
Staples, bright ...	3.80	3.00	2.60	....
Wire:—				
Smooth steel, 0-9.	3.60	2.60	2.30	2.30
Barb	4.50	3.47½	3.15	2.35
No. 9 coil spring..	4.15	3.35	3.10	2 25
No. 9 plain galv..	4.10	3.30	3.05	2.15
Sheets, black, 28-ga.	3.80	3.25	3.00	2.70
Sheets, galv. 28-ga.	6.75	6.10	6.50	4.35
Pipe, black, 1" ...	6.12	4.76	4.59	4.33
Pipe, galv., 1"...	9.95	8.08	9.10	6.00
Tin	.49	46–46½c	45–46c	0.37½
Spelter	.24	22–22½c	25–26c	0.03
Lead	9–9¼c	7–7¼c	7½–7¾c	0.05.1
Copper	0.32	0.22¼	0.23	0.15½
Antimony	0.48	0.42	0.40	0.08½
Aluminum	0.62	0.62	0.40	0.19

Autos and Phonographs With Hardware

Orangeville Hardware Firm Sells Cars For Cash—Gasoline Sales Tripled by Changing Location of Automatic Filling Pump—Phonographs and Records Are Also Carried in Stock

An authorized interview by H. H. Black with W. Adamson, of Adamson Hardware Co., Orangeville, Ont.

MANY instances have been reported in Hardware and Metal of hardware firms selling automobiles and accessories in conjunction with hardware.

One of the latest brought to light is that of the Adamson Hardware Co., Orangville, Ont.

When a representative of Hardware and Metal visited the Adamson recently a new model of the Chevrolet car was given a prominent place in the store. At the time the car was at rest but it has had a very busy career, from the time it was delivered to this firm by the makers last October. It had also had a successful career, young though it was. The firm stated they had taken a number of orders for delivery this spring and they were looking forward to the breaking up of the winter when they expected to to place a large number, not only in the towns, but in the country districts around. So far the orders have been pretty well divided between townsmen and country people. The farmers around are in good circumstances, as stock raising is carried on largely and anyone who has been following the market knows what stock has netted the raiser in the last two or three years.

In a short time that car will again go into active commission and take interested prospects for a whirl around the town and country roads, but even as it stands immovable it has proved of great advantage in advertising, and its good points have been explained to a number who have been interested enough to enquire.

Sends Out Catalogues

The plan carried out by Mr. Adamson during the fall and one that he will continue during the coming spring and summer will be not only advertising in the newspaper, but what he considers more effective, he will send out as he has done catalogues, showing different views of the car and the prices for the two cars that he has, a roadster with the single seat, and the touring car with the double seat. The price for both is the same. The sending out of these catalogs with their attractive illustrations will start the spring fever and Mr. Adamson expects to cash in on this very handsomely.

Sells for Cash

"What will be the terms on which the cars are sold?" was asked this hardware agent.

"Strictly cash," he replied. "The makers demand cash of us and we will sell for cash only. This is the only satisfactory way. Otherwise if we took a certain amount of cash and carried over the balance we would have the old difficulty with a long drawn out credit. Every car that we have sold so far has been sold readily on a cash-on-delivery basis, and we expect very little trouble with those we sell this spring."

One of the clerks of the store is in charge of the taking out of the car to test it for those who are interested. For the first four cars that were sold, Mr. Adamson stated all that was required in the way of a demonstration was a spin of a few miles for the head of the house and his family. They were so delighted that they ordered it when they returned.

"Probably it will be necessary to give some instructions in the running of the car, but this only involves a few lessons. We do not guarantee if a man is stupid to teach him how to run the car."

Sales Increased Threefold

So far as motor accessories are concerned Adamsons have for sometime sold gasoline. An interesting point in connection with this is that the automatic filling tank was removed last season from the back to the front, just at the edge of the side walk, with the result that the sales increased threefold. The store is on the main street in Orangeville and all tourists passing up the old stone road to Owen Sound have to go along this street, so the location is admirable for the sale of gasoline.

An excellent window display by Goodwin's, Ltd., Montreal, feat uring goods which will sell readily during the next few months.

Going into Accessories

During the coming Spring the firm intend however to go more largely into the carrying of accessories and expect to display them in show case, probably at the front of the store, where they will be given good attention. They consider this also a very valuable line and think the carrying of these will advertise the car and that the car will in turn advertise them.

Selling Phonographs

One of the other lines that is given prominence in this store is an Edison phonographs and records that can be used on other makes of machines. At the time the store was visited by Hardware and Metal, two machines were exhibited on two tables just inside the front door on the left hand side and records with the names prominently shown.

In addition to the display inside the store a window was given up entirely to the advertising of these machines and the records. The window was made to form a sort of booth with a roof of compo board and on the back of it was strung in row a line of records and underneath them photographs, one at each end, of two famous singers who sang into Edison records. In addition was a table with another machine upon it, a lower priced machine. The firm is trying to get the public ready to pay higher prices now for these phonographs than they did some years ago and the larger number of machines that they are selling now average over $100. A number are sold at $132.50 and some up to $175 and $200. They have a large sale also of records for machines that are already in the homes.

It will be remembered some time ago an article appeared in Hardware and Metal of a feature of the Adamson store for displaying samples of stock. One wall was covered with green baize which was found suitable for showing various lines of hardware carried in boxes and cabinets. This is still a feature of the store, and the proprietor has found it the best method for displaying his goods he has ever adopted. It also gives a very attractive look to the store.

THE JOBBER

The jobber is little more than a mere distributor. In the economics of trade he is a necessity. Manufacturers have discovered that with his aid, they can cater to the retail trade, not only better, but cheaper. Jobbing is not therefore a profit-absorbing incubus, but a necessary institution, founded on economy considerations, and a benefit alike to the manufacturer and retailer.

H. Clucos.

ODD BITS OF NEWS

Pertaining to the Hardware and Metal Trades and Trade in General —Culled From Many Sources

Exports from Canadian mines for the month of January of this year were over a million dollars more than the corresponding months last year. The figures are $3,508,769 in January 1915, and $4,654,815 for the first months of this year. For the twelve months ending January 1915, the export of metals was $4,654,815 for the first month of this ending January 1916, $62,960,628.

South African wholesale hardware merchants and agents make frequent inquiries of the Canadian trade commissioner at Cape Town for building and cabinet locks as well as lever and padlocks.

The imports for consumption into Canada for January of this year were valued at $9,962,556. For the same months last year they were $5,125,009. During January, 1914, they were $7,029,888.

Exports from Canada were valued at $85,559,782 during January of this year. In January, 1915, the exports were $30,830,337, and in the same month in 1914, $29,861,359.

Total imports for the twelve months ending January, 1916, were valued at $502,772,844. This is less than we purchased during the twelve months ending January, 1915, when the total was $603,771,358. For the year ending January, 1914, our purchases were valued at $661,272,527.

Exports of Canadian products for the year ending January, 1916, were valued at $836,555,567. For the twelve months ending January, 1915, they were $448,903,263. and during year ending January, 1914, $481,722,490.

In 1915 Canada's purchases abroad were approximately 23 per cent. less than in 1913, while our sales abroad were 73 per cent. greater last year than in 1913.

Birmingham manufacturers of bedsteads need large quantities of angle iron and close joint tubing in the making of their products. Large quantities are imported from the United States.

The average value of farm land held for agricultural purposes, including the value of dwelling houses, farms, stables and other farm buildings are given by the census and statistics at $38.90 per acre. By provinces the average runs: New Brunswick, $22.48; British Columbia, $125; Prince Edward Island, $37.64; Nova Scotia, $28; Quebec, $51,36; Ontario, $52.49; Manitoba, $30.36; Saskatchewan, $24.20; Alberta, $23.15.

Average wages paid during the summer months last year for male help on the farms of Canada, was $37.10 per month, while for the year the average was $341. The figures for 1914 were $35.55 per month, and $323.30 for the year.

Female help on the farms of Canada during the summer months of last year were paid on the average at the rate of $20.20, and for the year $200. In 1914 the amounts were $18.81 and $189.55.

It is even a pretty expensive undertaking to die these days. The Coffin Furniture Manufacturers of Birmingham last month made a further advance of 10 per cent. on all coffin furniture. The war advance now amounts to 60 per cent. One could hardly afford to kick-in at these rates.

Australia has adopted the policy of excluding the Germans from the base metal industries in that country. Excluding gold and silver, the yearly value of these products is about $45,000,000. Facilities for treating lead, zinc, and copper ores have been largely extended. All copper goods required in Australia will shortly be manufactured there.

An interesting type of electric fan is installed in the Reading terminal market in Philadelphia for scaring flies. Forty-two such fans keep the flies away from the food products, not by the draught or suction they create, but by the moving shadows caused by the revolving blades of the fan.

The latest trading stamp variety in the United States is the shoppers' mileage proposition. For every dollar's worth of goods purchased the customer gets a ticket entitling him to ride one mile on a railroad. These tickets are apparently not redeemable in cash. The promoters could hardly get away with their scheme in Canada in face of the Trading Stamp Act.

Does Your Advertising Pay?

Many Merchants do not Advertise as a Business Proposition, But More from a Philanthropic Instinct to Support the Local Paper—Leaks Which Can be Turned Into Business-Getters

ONE of the important problems with which the hardware merchant has to deal is the matter of publicity. Thousands of dollars are spent each year throughout the small towns of Canada in advertising in the local papers which does not bring results to the merchant. In many cases he carries his "ad." in the local paper through the patriotic spirit of support to home industries. This is laudable in

IT IS ONLY THOUGHTLESS TO GO ON USING THE SAME OLD, WORN-OUT COOKING UTENSILS WHEN YOU CAN COME TO OUR STORE, AND FOR A SMALL SUM, GET BRAND NEW ONES. AND DON'T FORGET---MOST OF THESE OLD ONES ARE NOT "SANITARY."

WE HAVE MANY KITCHEN LABR-SAVING THINGS YOU WILL BE GLAD TO OWN. THEY ARE INEXPENSIVE. COME AND SEE THEM.

The original of this advertisement was ten inches deep across two columns. There is very little business drawing power in this advertisement. About the only point made is that "old kitchen utensils are not sanitary." If the labor-saving devices had been enumerated with a description, backed up by cuts, it would have no doubt brought the merchant business.

itself. Most country weekly newspapers have a difficult road to go in order to make their business pay. In many cases the editors and printers get little more than an "eking existence." The reason for this is often found in the fact that the merchant is unable to get the right kind of publicity. In his advertisements he falls short of putting across the footlights the kind that means business to him. So he carries his advertisement out of a spirit of brotherly helpfulness.

The local newspaper should at any rate be supported by the merchants. But the merchant should in turn see that he is going to turn his expenditure to good account in the procuring of business. It is the merchant who has solved the secret of the right kind of publicity who makes a success of his business. It is the right kind of publicity that makes the large department stores so successful. They would be no more successful than the average small dry goods merchants if they had not solved the problem of telling the people in a way that will interest them and make them buy the things which they have for sale.

Many a hardware merchant in the small towns says: "Well, everybody around these diggings knows I am here. If they want my goods they will come and get them. If they do not want them nothing will make them buy them." Yes, but how are the people to know what the merchant has? About the only way is for them to drop into the store and nose around. When the merchant has them there it will be necessary for him to do the talking in each individual case what he could do for all at the same time by the utilization of his advertising space in the right way. Does the average merchant realize that the ground he covers once in the talk which he prepares for prospective customers will answer for five hundred to one thousand prospective customers through his advertisement.

Electric Irons

Do it electrically and use a reliable Electric Iron rather than keep a hot fire burning. Our irons are economical in use of current and heat quickly and evenly over the bottom. Top and handle remain cool and comfortable. Complete with stand, plug and 8-foot cord. Price, $3.50.

Electric Toasters

This Electric Toaster makes toast quickly, evenly and uses very little current. It is well made, nicely nickel-plated and easy to use. Complete with plug and 8 feet of cord. Will fit any socket and take any current. Prices, $3.50 and $4.50.

Coffee Percolators

Clear, fragrant, delicious coffee can be made in two minutes with a **Universal Electric Percolator.** The moment you taste the coffee you are impressed with the richness and delicacy of its flavor, and the absence of the bitter taste. Coffee must percolate to produce that desired flavor. Price $10.00.

Illustrations help out greatly in quoting prices on hardware articles. Cuts for these can be obtained at a very small cost. Note the detail used in describing each of the articles. This advertisement was taken from an advertisement that is known to have brought results.

The original of this was four inches deep across two columns. From a typographical standpoint the advertisement is very attractive. It lacks "punch" in the reading matter, however. There are no convincing arguments used. In a hurried glance at the advertisement one would conclude that "Armco" Non-rusting Steel was the product being advertised. This advertisement is in marked contrast to the reproduction of the Homestead range.

But it is very essential that he talk to these prospective customers in a way that will interest them. It becomes therefore a most important detail of his business organization that he know what is the right kind of material to put in his advertisements and the best way to serve it to the public in order that it may get results.

Advertisements That Pay

Hardwaremen have demonstrated over and over again that it is a paying proposition to spend money in the right sort of advertising. Many hardwaremen realize the truth of this yet they feel at a loss when it comes to the proper way of handling this publicity. Like John Alden, they acknowledge that they are "makers of war and not the makers of phrases." There are

merchants, however, who are satisfied that their methods are all right, while in reality they are not making a paying investment. They slip along in their self-satisfied way and keep losing money. At the end of the year or after a number of years they realize they have been running behind. It is difficult for them to fathom why they have not been making money. One of the answers would be: "Look to your publicity. See that you are getting the kind that brings business."

Should Study Advertising

The merchant should make a study of this question. If he would lay more stress on this end of his business he would find that it would be an easier matter for him to work up a much larger business. This has been the experience of all successful business enterprises. They had first to solve the question of the right kind of publicity. Publicity is the life of trade. It is the ambrosial air on which trade must grow and wax fat.

Let it be taken for granted that the hardware merchant believes in the value of publicity. The question arises, "What form is it to take and how am I to do it to the best advantage?" With this end in view some of the essential features in connection with good newspaper advertising will be pointed out. In the first place it is very necessary that you describe in as much detail as possible the article which you are placing on sale. If you consult the advertisements of the men who have made their advertisements business getters you will find that the interest is whetted by telling all they know about the article in question. Some things of course will not permit of any very extended description, such as pocket knives. Take again an articles such as stoves. Here there is quite a scope for the dealer to tell all he knows about the stove he is advertising. There are marked differences in the way two merchants will treat the same subject of stoves. Reproduced herewith are two types of stove advertisements. In the one instance the advertisement brought results. In the other case no data is at hand to show whether or not the ad. paid. But in the one case it lacks that very necessary essential known as "punch." It fails to interest except in a very mild sort of way. Poetry is not usually the best means of telling what an article looks like. Poetry is the language of abstract ideas; it does not lend itself to the directness required in business conversation.

It is an attractive advertisement by reason of the cut of the stove, the border and the arrangement of the merchant's name. There is a good disposition of white space to show up and make the reading matter attractive.

But it lacks the punch and that breathing intimacy of the successful advertisement. One would imagine the product on sale was "Armco" non-rusting steel. In truth it is the Kootenay range which is being placed before the prospective buyers. The name Kootenay is one of the least conspicuous features about the advertisement. No prices are mentioned, nor is there any description of the stove to let the

Reproduction of a stove advertisement from a leading Western hardware firm which did bring results. The typographical display is good, the argument is convincing and it tells all the details an interested housewife could wish to know.

housewife get some mental picture of what the material and structure is. Of course the lack of these details is helped out greatly by the presence of an attractive cut. But how much more telling it would have been if supplemented by a concise description of the stove.

The above is a reproduction from one of the Ashdown Company's advertisements. Less space has been used in the telling and yet it is an advertisement which is known to have brought results.

The story as told about the Homestead range is complete and does not leave anything further to be added. It is attractive and it gets to the people who are interested.

Value of Illustrations

In the smaller articles which a merchant has in his stock it is always well to have an illustration. People will be attracted by an illustration and will stop to read where they would otherwise pass by. These can be obtained at very small cost, in some cases 10 cents, 15 cents and 20 cents. They are a good investment for the merchant who is desirous of making his publicity pay.

In the advertisement "It's Easier to Cook when you have Handy Kitchen Utensils" is a type of advertisement, about which it may be said it is very doubtful whether desired results would be secured. A good point is made in that "old kitchen utensils are unsanitary." The labor-saving utensils should have been further emphasized by an enumeration of a few of the articles with prices. The advertisement leaves the reader in doubt as to what these labor-saving devices are and depends on his curiosity to follow up and see what they are. This is taking too much for granted. If a few had been enumerated such as given in the items quoted under "Electric Irons" and "Electric Toasters" and "Coffee Percolators", it is safe to presume that the advertisement would have given better results.

The Birmingham and Wolverhampton Factors' Association has decided to reduce cash discounts on hardware from 5 per cent. to 2½ per cent. The factors are the manufacturers' agents. The factors claim the manufacturers have cut down their cash discounts since the war began in the same ratio.

During the first year of the war 66 hardware manufacturers in Germany voluntarily paid $1,821,000 toward the support of their men on service in the Kaiser's armies. They look forward to a "Greater Germany, possessing possibilities of economic expansion adequate to her needs." It is not known whether the manufacturers continue to pay.

In Birmingham the manufacturers of nails have been concerned over who should stand the loss for the weight of bags in which nails are shipped. A trade custom appears to be "gross weight in bags; net weight in kegs." A bag weighing 2⅛ pounds in the old country carries 109½ pounds of nails. A question that remains unsolved is whether the retailer may weigh his own wrapping paper with the nails he sells.

Munitions and the Hardware Trade

The Immensity of the Munitions Industry Has Affected Many Other Lines — Huge Demand for Steel and Ingot Metals Has Affected Hardware Trade — Many New Industries Started as Result of the War

Written for Hardware and Metal by A. G. Webster.

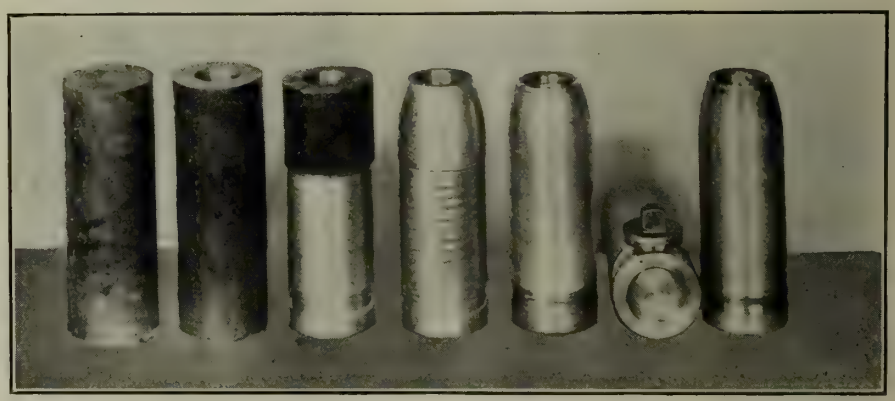
PERHAPS the most interesting and far reaching success that has been achieved industrially in Canada during the war is the development of the shell industry. The war had been in progress some months before the possibility of making munitions was ever considered and when orders for shells were actually placed by the Imperial Government with Canadian concerns problems had to be solved which taxed the ingenuity of our mechanical men to the utmost as there were then no plants equipped for the work. It was an entirely new proposition and one surrounded with mechanical difficulties involving new methods and ideas. It is therefore not surprising that our manufacturers with no precedents to follow were somewhat doubtful as to the ultimate success of the undertaking. Eventually however prompted by patriotic motives and a desire to keep their machine shops running rather than idle, as they would no doubt have been, our mechanical men came forward equipped their plants and tackled the work with the greatest enthusiasm. Much credit is due these men, particularly the pioneers in the industry, for the way in which the initial difficulties were overcome and for the success which in due time rewarded their efforts.

Manufacturing Development

The Shell Committee with Col. Alex Bertram, now Brigadier-General Sir Alex Bertram, as chairman, was formed early in 1915 to distribute orders from the Imperial Government and to supply materials to the shops and generally supervise the manufacture of the shells. The committee upon receipt of an order for shells (18 pdr. shrapnel were the first made) would place orders for the various parts with manufacturers who were accustomed to a similar class of work, all these parts being sent to the machine shops.

The steel shell casings are made at the forging plants from blanks supplied from the steel mills. These mills also forge the casings, but in addition roll the bars from which the blanks are cut. The forging plants had to be equipped with powerful hydraulic presses for making the casings. The brass parts are made at plants equipped with suitable machinery. The cartridge cases are made at other plants specially equipped for the purpose and the fuses are in the meantime being obtained from the United States. These latter features will be referred to later. The bullets, resin and copper bands are all obtained from different sources.

The initial orders were for shrapnel shells and the majority of the plants are still working on that type although high explosive shells are also being made in considerable quantities. The machine shops are supplied with all the parts except cartridge cases, fuses and powder. The shell casings are finished at the machine shops and then sent away to an assembling plant to be finished or fixed. Fixed ammunition being the term applied to completed shells ready for firing.



Showing shells in the various processes of manufacture from bar stock to the finished shell case.

As already stated 18 pounder shrapnel were the first type of shell made in Canada. Later on, orders for 18 pdr. and 4.5 in. high explosive shells were placed, presenting further problems for the manufacturer to solve. The number of plants employed in making shells grew as larger orders were placed and the output increased rapidly. Towards the end of the year a change in the organization of the Shell Committee was decided upon by the Imperial authorities and the Imperial Munitions Board was appointed, with J. W. Flavelle, chairman. This Board replaced the Shell Committee and acts under the British Minister of Munitions. The functions of the Board are practically the same as the old committee, but a system of tendering for shell contracts was introduced in order to keep the cost as low as possible.

Large Calibre Shells

Soon after the Imperial Munitions Board was appointed tenders were called for large calibre shells and orders placed valued at about $80,000,000. These large shells composed 5 in., 6 in., 8 in. and 9.2 in. calibre. They are all of the high explosive type and the manufacturing methods that had to be devised were different in many respects from those adopted for the smaller shells. The placing of the orders for the larger calibre shells was an important development in the industry from a mechanical standpoint and also as regards the money involved. As these large shells are in great demand at the front, it is fully expected that further orders will come to Canada during the year for this type. The Canadian manufacturers have been particularly successful in making shrapnel shells and as a large number of the plants are equipped for turning out this type, the output will be heavy throughout the year. No further orders, it is said, will be placed for 18 pdr. high explosive shells but a large number of 4.5 high explosive shells are being made and the production of this type will be continued. The production of the larger calibre shells will be confined to the larger plants which have now installed the necessary equipment.

Large Quantity of Material Used

The immensity of the industry will be appreciated when it is realized that

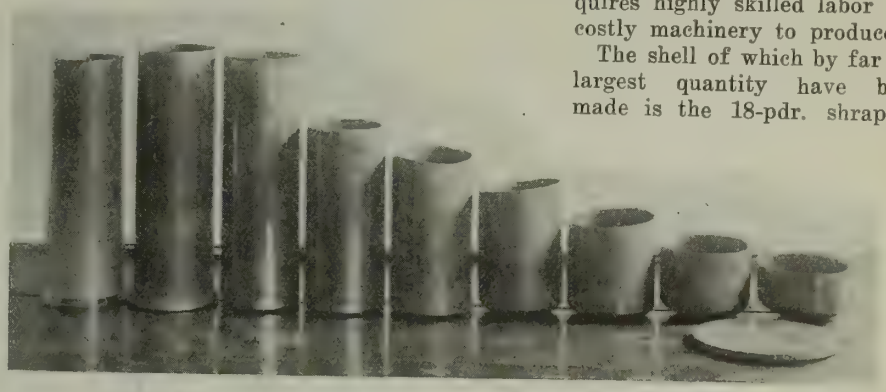
orders for munitions valued at over $300,000,000 have already been placed in Canada by the Imperial Government. Further orders are being placed from time to time with the Imperial Munitions Board for distribution in this country. There are now sufficient orders on hand to keep our munitions plants busy for the entire year. This large sum of money coming into the country and a considerable part of it placed in circulation cannot help but have a most beneficial effect. Orders for 22,800,000 shells have been placed in Canada. The cost of all the component parts required in the manufacturing of that quantity of shells including the material, machining and assembling is estimated at $282,000,000. In addition there have been orders for cartridge cases, primers, fuses, etc., amounting to $20,000,000 making the total of $302,000,000.

Over 450 Plants Engaged

The latest available figures show that about 454 plants are at present engaged on munitions work. It is estimated that between 80,000 and 90,000 men are employed in the munitions industry. Not all this money will remain in Canada for considerable sums have gone to the United States for purchasing fuses, copper and some steel. A good proportion however, will be held here and form a valuable asset.

A prodigous amount of material is required for the manufacture of such a large quantity of shells. The latest figures available date back to about the middle of December when it is calculated that approximately 22,000,000 shells had been ordered. Since then other orders have been placed and the amount of material required will be proportionately greater. The following figures for the twenty-two million shells show the amount of material required for their production. The quantity of steel totalled 800,000.000 pounds; brass, including copper and zinc, 44.865,617 pounds; copper, 21,595,832 pounds; lead, 101,758,327 pounds; tin, 1,447,708 pounds; resin, 10,037,506 pounds; powder, 4,094,531 pounds; cordite, 9,649,990 pounds; nitrocellulose powder, 3,750,000 pounds; trinitrotoluene, 10,690,000 pounds, or a total of 1,007,889,511 pounds.

The above figures make it possible to realize perhaps more than anything else the importance of the munitions industry and the rapid development that has taken place in less than twelve months. Not even the most sanguine person would ever have imagined that such things could happen. When all the contracts are completed the amount of material used will be unprecedented in the history of the Country.



Brass cartridge cases in various processes of manufacture.

Types of Shells

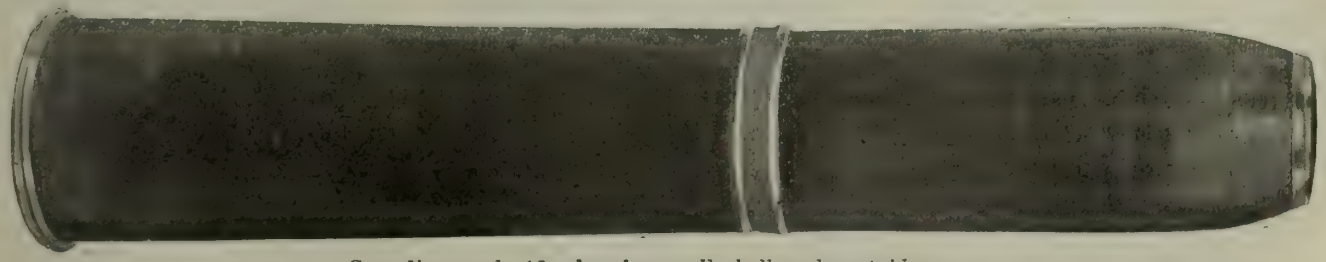
The different types of shells that are being manufactured in Canada for the British Government are 18-pdr. shrapnel empty, 18-pdr. shrapnel fixed, 18-pdr. high explosive empty, 18-pdr. high explosive fixed, 4.5 howitzer empty, 4.5 howitzer fixed (except loading), 60-pdr. high-explosive empty, 8-in. high-explosive empty, 9-2 in. high explosive empty.

Owing to the difficulty that has been experienced in obtaining fuses, the majority of the shells shipped have been empty, that is without the explosive, cartridge cases or fuses. Until a few months ago the supply of cartridge cases was entirely inadequate but this has now remedied. With regard to the fuses it is hoped that better delivery will be made in the near future thus making it possible to ship fixed ammunition entirely. Preparations are being made to manufacture fuses in Canada but some time must elapse before they are being made in sufficient quantities here. A fuse is a delicate piece of mechanism and requires highly skilled labor and costly machinery to produce.

The shell of which by far the largest quantity have been made is the 18-pdr. shrapnel. The accompanying illustration shows a shell with cartridge case attached, but no fuse. The fuse will be screwed into the nose. The shell contains about 370 bullets and a matrix of resin which are discharged from the shell in a forward direction when in action. The cartridge case contains cordite as a propellant. When the gun is fired the shell is discharged igniting the fuse at the same time. The fuse is timed to fire a charge of black powder in the base of the shell at a certain predetermined range. When the powder explodes it forces out the bullets, the nose of the shell opening out on account of the pressure, but the shell does not burst as in the case of a high explosive shell. Shrapenl shells are used against infantry advancing or in exposed positions. High explosive shells are used for blowing up trenches and fortified positions, etc.

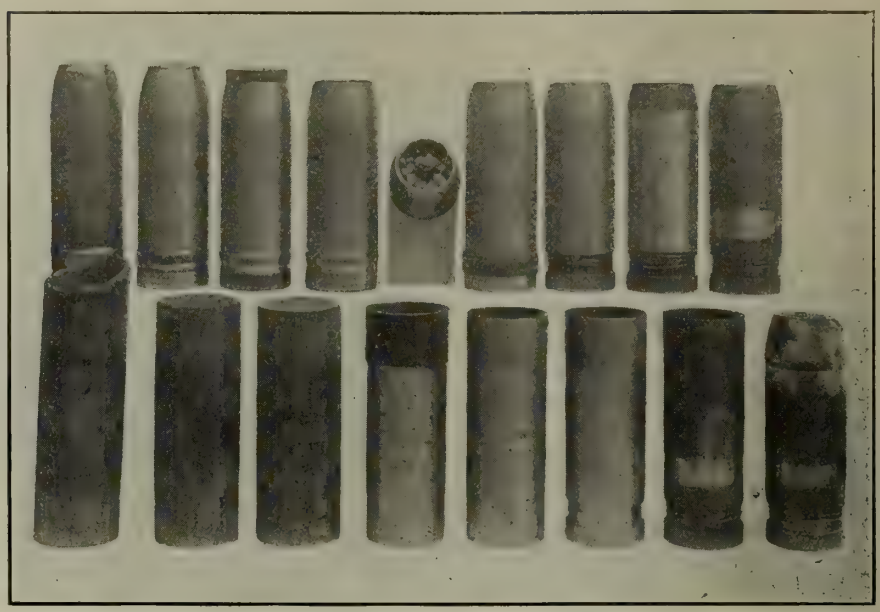
The "18-pounder shrapnel fixed ammunition" contains the following parts in addition to the special machining and assembling that have to be done in connection with the finishing of each shell:— Forgings, copper bands, brass fuse tubes, tin cups, steel discs, brass sockets, plugs, bullets, buckshot, resin, grub screws, paint, cartridge cases, primers, clips, cordite, pellets, powder, fuses, loading and boxes.

High explosive shells, as the name



Canadian-made 18-pdr. shrapnell shell and cartridge case.

implies, are filled with a very powerful explosive, usually lyddite, in the British shells. They are hollow inside for the explosive and do not contain any bullets but of course have a fuse and a device for igniting the charge. The cartridge case for the smaller calibres is the same as for the shrapnel and contains cordite. The H.E. shells being made in Canada are of various sizes whereas the shrapnel is made only in one size. When a H. E. shell bursts it is blown to fragments and has a devasting effect over a wide area according to the size of the shell. A 5 in. H.E. shell weighs 50 lbs. empty and 60 lbs. filled. A 6 in. shell weighs 87¼ lbs. empty and 100 lbs. filled. An 8 in. shell weighs 173 lbs. empty and 200 lbs. filled. A 9.2 in. shell weighs 244½ lbs. empty and 290 lbs. filled. It is these high explosive shells that have done so much damage against fortifications during the present war. Shells of the above calibre are being used, but of course the greatest damage is being done by large shells 12 in. and over.



18 pdr. Shrapnel Shells in the various processes, from the forging to the product as completed in Canada.

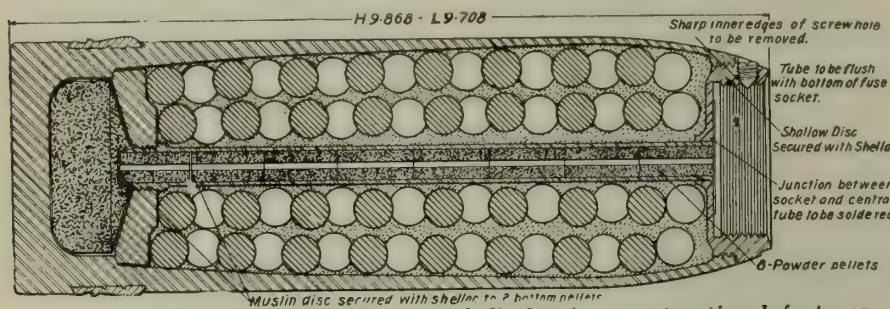
Effect On Other Industries

The question of materials used in the manufacture of munitions involves a consideration of the sources of supply and development of industries special and otherwise to produce the finished product. In this respect the war has had a far reaching effect in Canada. Take for instance the steel industry. Rather more than twelve months ago the steel mills were practically idle, now they are working at capacity and have been for several months. The output is greater than at any time in the history of the country. There never has been such an enormous amount of copper consumed than at the present time. Lead also is being used in enormous quantities for bullets while large quantities of antimony are being used for the same purpose, bullets being composed of both these metals. There is a heavy consumption of spelter for brass.

Opens New Industries

An important result of the heavy demand for copper and spelter has been the establishment of refineries in British Columbia. Hitherto copper and zinc mined in Canada had to be sent to the States to be refined. As the refineries in Canada develop, no metal will be exported for treatment. It is proposed to establish a plant for refining nickel in Canada which is another very important development. The most valuable nickel deposits in the world are in Canada but all the metal found here is refined in the States.

The manufacture of explosives has developed and is now a more important industry. There are now plants making tri-nitro-toluol, nitrocellulose and sabulite. Cordite and gunpowder are being made in large quantities. Sulphuric acid, acetone and other chemicals used for explosives are also being produced in larger quantities than ever before.



Sectional view of 18-pdr. shrapnel shell showing constructional features.

A loading factory is under construction for fixing shells. The loading of time fuses is quite an intricate and delicate operation. The forging plants have all made large additions to their equipment. The steel mills have installed open hearth furnaces and rolling mills for turning out bars. The investment in machine tools at the various shops represents a large amount of money.

There are many other important industries such as the manufacture of field guns, aeroplanes, submarines, etc., being carried on in Canada, but for obvious reasons the publication of the details is being witheld at the present time.

Taking everything into consideration there never has been an industry which has developed so rapidly and so successfully. The effect is so far-reaching, touching many industries. The enormous sums of money that have been spent on building and equipping plants. The present abnormal condition in the steel trade here and also in the States is almost entirely due to the demand for shells. The shortage of steel caused thereby is affecting practically every trade. The demand for munitions is so great that it will indirectly affect the entire commercial community for the duration of the war.

The reason for the high cost of hardware at the present time may be traced indirectly to the manufacture of munitions because of the heavy demand for steel and ingot metals and the resultant big increase in prices.

The Prime Minister of Australia has announced that all persons of enemy origin, whether naturalized or not, must be struck off the list of shareholders of all Australian companies within three months.

There are many copper mines in Serbia which prior to the Teuton occupation had not reached the producing stage. Only two copper mines were in operation there, both owned by French companies. In 1912-13 the output of one of these mines was 7,600 tons of copper.

A Hardware Patent on Insurance Selling

Outside Approach Getting Millions of Business Yearly in Insurance—The Application of the Method to a Hardware Business—Following the City Hall Records for Prospects—Developing the Sales Value of the Staff

Written for Hardware and Metal by W. E. Hammond.

"HOW do you make such a large turn-over with such a small staff and stock?" I asked a man whose wholesale connections had named him to me as a live wire.

"Insurance," he said without cracking a smile.

"Insurance," I repeated blankly.

"Yes, by applying insurance selling methods to our problems. Did you ever stop to realize that of all the millions of insurance in force in this country to-day probably five per cent. of it was bought over the counter so to speak, and the remaining ninety-five per cent. was rustled and sweated for by a keen selling system that literally dug out its prospects and made them acquainted with the existence of their own needs. I shouldn't wonder but what those facts account for the importance of insurance companies to-day. Just consider what that fact means when applied to almost any selling business to-day. It means that if insurance, an admittedly legitimate and desirable proposition, requires such selling methods, if men are such fools as to require having its desirable features pointed out, how much more important is it that we who sell less important things pursue a similar campaign.

Applying It to Hardware

"This is the way we do it. In the first place we have a regular net with which we sweep all channels of news for the gathering the names of live prospects for we haven't time to bother with every unknown man in the street. There are so many first-class prospects that we aim to skim the cream of the trade first so to speak. When competition gets keener we can, of course, fall back upon the less desirable class.

Watching the Newspapers

"I think that outside of a personal connection the newspapers and the city hall records are our one best bet. We watch all notices of transfers of property, deaths, marriages, company formations, etc., and from the names of people mentioned in these connections pick out those that our own knowledge pieced out by a few judicious inquiries indicate most encouraging as prospects.

"To illustrate. Take the average small town newspaper. It chronicles the comparatively small purchases of the town's inhabitants as news items and in this way in addition to following up all the large operations like house building, etc., we can chase up the purchasers of a variety of lines that may need hardware equipment. For instance: Last summer a man in the other end of the town was reported as having bought a row boat from an agency in Vancouver which is our nearest jobbing centre. Now, we hold the agency of an outboard boat motor. We don't carry any stock other than catalogues, and my motor which we use for demonstration purposes. So we wrote that man a letter with a good live talking point in the opening sentence, one that served to arrest the reader's attention and carry him along into the argument contained in the body of the letter. We made it brief and avoided any circular-like appearance in the form of the address and wound up by appointing a date for a call. Didn't ask for permission, simply said we would be on the job.

"Promptly on the day and hour appointed, our youngest clerk, who is a bit of a motor fan, presented himself at this man's office, got him interested, left some catalogues and made another date for a demonstration. He took that man out in his new boat with my old motor strapped on and sold him five miles up the river going at five miles an hour. That was a typical red hot follow up that resulted in a twenty-five dollar profit for the store on an investment of a two-cent stamp, ten cents car fare and three hours' time.

Auto-Accessory Sales

"In the same way we chase down any number of auto accessory prospects. A Ford car for instance is sold naked with only a halter on, to use a horsey expression. The owner figures on doing without the accessories other than actual necessities such as lamps, etc. However, a few days' use of the car convert him into a buyer of this line. We don't have to do any talking on that line. Our job is to grab him before someone else does for the purchases that he is certain to make. It's done in the same way, letters and follow up calls and sometimes we cut out the letter. It depends upon the man. Sometimes we open up some other channel of approach. In the case of a crusty old fellow, who blew himself to a car about the time his engagement to a young girl became known, we interested the bride and the rest was easy. She led the old fellow in here on a silken rope and he bought lavishly. Incidentally we sold them most of their household hardware, so that in the course of the summer we got a return of several hundred dollars business out of a piece of small gossip of the kind that a man hears every day.

The City Hall Records

"One of us goes up to the City Hall every week and tabulates all live news items pertaining to our line. Also we keep a good live list of property owners and near property owners and approach men who have just acquired some new property with some proposition to improve its appearance. As a general thing when a man buys something, it is for immediate use or for speculation. In either case he has different ideas than the former owner about its availability else he would not have bought it. The former owner probably would have plugged along for years without making any but the most necessary changes in his property. But the new man, being new will probably be in the frame of mind to spend some money.

"If it's a house that he is going to live in or rent he will likely be in a receptive frame of mind as to painting or adding some little touches in the way of builders' hardware, or building additions that mean nails, screws, etc. If he has bought on speculation he is sure to want to shine it up to aid its sale.

A Developer of Men

"One of the greatest assets of this branch of our business is its value as a developer of sales, initiative and resource in our force. The case of this boy who sold the motor is a case in point. He simply did not take hold of the work as he should have done until quite by accident and in desperation I started him on a lead that eventually developed into the insurance method business we have to-day. He got interested, made the sale, had his eyes and mine opened to the possibilities, and to-day he's as full of pep as a fox terrier."

CRIMINAL LAW AND ITS APPLICATION TO COMMERCIAL TRANSACTIONS

Prepared for Hardware and Metal by Walter E. Lear

EDITOR'S NOTE—An arrangement has been made by which a series of articles bearing on the legal phases of business will appear in HARDWARE AND METAL. They will deal with the workings of the law as applied to commercial transactions, with particular regard to the retail business. Walter E. Lear, who will prepare the articles, is perhaps better fitted for this work than any other lawyer in Canada. As editor of the "Ontario Weekly Reporter," "Eastern Law Reporter," "Canadian Reports, Appeal Cases" and "Quarterly and Annual Digest Canadian Case Law" he keeps closely in touch with every legal development in every province of Canada. He has, in addition, written a number of books on legal questions which have been accepted as authoritative. Mr. Lear will write his articles for the lay reader and it is not claiming too much to say that, by following his explanations, readers of HARDWARE AND METAL will be able to gain a clear insight into the working principles which govern the law in reference to business transactions.

Any questions concerning legal matters, sent by readers to us, will be answered by Mr. Lear through the columns of HARDWARE AND METAL. This service will be entirely free, the only stipulation being that the name of the enquirer be given, though, of course, no names will be used in publishing the answers. It is important for inquirers to remember that, to get an accurate answer, it is necessary to give full information.

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Section 1.—Introduction

THE laws by which the rights of society are enforced, and the wrongs redressed, are but little known to the great majority of the community. Were it otherwise—were the honest portion of mankind more thoroughly aware of the distinction between civil and criminal wrongs, and the legal grounds upon which the latter are distinguishable from the former—the dishonest would find their attempts at the commission of offence less frequently successful.

To this ignorance is referable much of the litigation which occupies our criminal courts of justice; hence the obvious importance that every one engaged in commercial transactions should adopt the advice of that great judge and commentator, Blackstone:—"It is incumbent upon every man to be acquainted with those laws, at least with which he is immediately concerned."

And now, reader, in addressing you, I shall assume that you are engaged in commercial pursuits of one kind or another and that as such, whether merchant or tradesman, you are desirous of acquiring some practical information touching those laws with which you are immediately concerned.

I am aware that there prevails amongst the majority of the community a sort of instinctive dread that legal knowledge is wholly beyond the ordinary mind. True it is, the attainment of anything approaching to an intimate knowledge of law and its technicalities would, to persons engaged in commerce or trade, be a task as difficult as it would be useless; but the amount and nature of the information indicated by Blackstone, and about to be laid before the reader, is as comprehensible by persons of ordinary education and mental capacity as the first four rules of arithmetic.

As far as practicable I shall avoid the use of technical phrases, but some are so intimately interwoven with the subjects hereinafter noticed, that it will be impossible to wholly omit them. In reference to these, therefore, as they occur, I will give you such explanation of their legal signification as will enable you to appreciate their value and understand their application.

I have no doubt that you are familiar with the old axiom, that the law provides a remedy for every wrong. Accepting this as substantially correct, which you safely may, I dare say that you have often been puzzled to discover the particular remedy, in a legal point of view, applicable to a particular wrong; upon this point I shall endeavor to inform you as we go along.

Wrongs have been classified under the heads of private wrongs—such as breaches of contract—which, as you probably know, are capable of civil remedies only; and public wrongs or crimes—such as murder, arson, treason, and those offences which we are about to consider—for which the law provides penal remedies. Touching the graver crimes, such as those just mentioned—offences perpetrated for the most part under unanticipated circumstances over which we can have no control, and against which no precaution can avail—it is obvious that a knowledge of the laws by which they are redressed is, as compared to the offences to which the commercial community is mostly subject, of comparatively trifling importance. Hence, I do not intend to here deal with such crimes, but rather direct your attention to the special consideration of matters, a knowledge of which to you, as engaged in business, may be of importance at any moment. But before we go further into the subject, it will be as well that you should clearly understand what, in the eyes of the law, constitutes an offence, and is consequently punishable.

Section 2.—What is an Offence?

An offence, then, is an act committed or omitted in violation of the law, to the injury of the public at large, for which the law provides some punishment or penalty, thereby indicating that the act done or omitted is regarded as a public wrong, for which the transgressor must make atonement to society. You may, therefore, safely pronounce any act or omission to which the law annexes penal consequences an offence, the punishment prescribed implying that the doing or not doing, of such act is a detriment or wrong to the public. And in reference to what act or acts constitute an offence, let me impress upon your mind that no act or acts or combination of acts will constitute any one of those offences about which I am going to treat, unless the acts be the result of, and are accompanied by, a fraudulent and corrupt intention. For example, if A takes your goods, with your consent, intending to pay you their value, but subsequently finding himself unable so to do, makes default, he does you a private wrong; whereas, if he obtains possession of your goods by some trick or artifice, with an

intention, at the time, of never paying you, but wholly to defraud you of them and their value, the law treats this as an offence, and awards a punishment for its commission.

Section 3.—Parties to an Offence

It may be as well to now inform you that all persons who are present, aiding and abetting in the commission of an offence, are, by section 69 of the Criminal Code, equally guilty with the person who actually commits it, and by section 70 of the Criminal Code a person wholly absent at the actual commission of the offence is just as punishable as he whose hands perpetrate it, provided he has previously recommended, counselled, or assisted the actual perpetrator; in such a case he is called in law an accessory before the fact. By section 71 of the Criminal Code any one who receives, comforts or assists anyone who has been a party to an offence, in order to enable him to escape, knowing him to have been a party thereto, is also liable to punishment for being an accessory after the fact. By section 69 of the Criminal Code, accessories before the fact and aiders and abettors are declared to be guilty of the offence itself, and are charged as principals in the first degree.

Section 4.—Persons Exempt From Punishment

Generally every violator of the law is amenable to justice and punishable, but it is as well that we should here pause to inquire what exceptions there are to this rule, for I need not remind you that there are exceptions to every general rule. That the law exempts some persons from its penalties is well known. Reason, justice and mercy warrants every such exception, as I shall presently show you. Blackstone has well said that "the several pleas and excuses which protect the committer of a forbidden act from the punishment which is otherwise annexed thereto may be reduced to this single consideration—'want or defect of will.'" An involuntary act, as it has no claim to merit, so neither can it induce any guilt: the concurrence of the will, when it has its choice either to do or to avoid the fact in question, being the only thing that renders human actions praiseworthy or culpable; indeed, to make a crime complete and cognizable by human laws there must be both a will and an act. A fixed design or will to do an unlawful act is almost as heinous as the commission of it, yet as no temporal tribunal can search the heart, nor fathom the intentions of the mind otherwise than as they are demonstrated by outward actions, it, therefore, cannot punish for what it cannot know. And for this reason an overt act, or open evidence, is necessary in order to demonstrate the depravity of the will before a man is liable to punishment. So, now you see that to constitute a crime against human laws there must be, first, a vicious will; and, secondly, an unlawful act consequent upon such vicious will. Blackstone lays it down as a general rule that no person shall be excused from punishment for disobedience to the laws of his country, excepting such as are expressly defined and exempted by the laws themselves, and Sir William Russell has classified the exemptions from punishment under four heads, as follows:—1, Infancy; 2, Insanity and Idiocy; 3, Subjection to the Power of Others; and 4, Ignorance.

Toy Exhibition at Toronto

First Step Towards the Establishment of a Bureau of Practical Commercial Export Intelligence as Announced by Hardware and Metal Last Week.

FURTHER information has been sent out by the Department of Trade and Commerce regarding the proposed toy exhibition as announced in last week's issue of Hardware and Metal.

The exhibition will open at the Royal Bank Building, corner Yonge and King streets, Toronto, on March 27 at 3 o'clock in the afternoon, and will be open thereafter every week day between the hours of 10 a.m. and 5 p.m. until further notice.

There will be samples of German and Bohemian toys, of toys made in the United States and of toys made in Canada.

The object of this exhibition is to show the style of toys formerly imported into Canada and the toys now being made in Canada and to stimulate Canadian manufacture of the same, and so build up, if possible, a wide and remunerative home industry. The samples exhibited will illustrate the imported varieties which have been in vogue, the substitutes and equivalents therefor which so far are being made in Canada and by comparison of qualities, costs and kinds lead to improvement and variation in our Canadian makes.

This exhibition is designed chiefly as educative. Dealers in toys, makers of toys present and prospective, financial men who may be disposed to provide capital, are especially invited to be present. Any others interested will be welcome.

A toy conference will be held at the Royal Bank Building on Tuesday, March 28, commencing at 10 o'clock, at which papers will be read and discussions had thereon by experts in the toy literature and business.

Practical toy men who have been accustomed to go to Germany regularly as buyers for large Canadian houses will be present to give information regarding the requirements of the Canadian market and the methods followed in Germany.

The possibility of developing an export business in toys will also be considered. The Department of Trade and Commerce has already received several letters from toy dealers in England asking whether they can buy toys in Canada to replace the German toys that have been excluded from the United Kingdom.

THE FARMER AND THE STOVE

A well-fed and prosperous-looking farmer wanted to present his wife with a new cook stove last fall. Looking through the catalogue of a mail order house, he came across a cut of a stove which appealed to him. It was quoted at $30. Thinking he could perhaps get a similar stove from a local dealer for a dollar or two less by telling about the wonderful value of the advertised beauty, he made a special trip to a near-by town. Much to his surprise the dealer had a stove "exactly" like the one in the catalogue.

"How much for the stove, Harry?" he asked.

"Thirty-five," was the reply.

"How much change would you give out f twenty-eight?"

"Thirty-five is the best I can do on that stove. It's a special price at that," returned the merchant.

"Specially high," retorted the farmer. "I can get the same stove delivered here at the station for five dollars less than that. That's where your special price comes in."

The merchant did not for a minute doubt the man's sincerity. After a few minutes' conversation, the name of the mail order house was mentioned. The storekeeper happened to have one of their catalogues, and so looked up the stove advertised.

"There it is, and there's the price," said the farmer, with a bit of a chuckle, as he pointed out a stove which to him looked just like the one the local dealer was trying to sell.

But the dealer could not see very much resemblance. The name was the same. The trimmings very similar. The price was five dollars lower, but in the one case the stove had six holes and in the other there were only four.

Definitions of Hardware Terms

"Base" in Nails Are Sizes Nearest to Steel Rods as They Come From Rolling Mills — Base in Rope and Breaks in Glass Figured From the Average Cost of Manufacture of Those Articles

THERE are a few terms in the hardware trade which are a common stock-in-trade by almost every hardware merchant. By some these terms are understood. To others they are not so clear. They have a somewhat vague idea of the reason for their application. Two of these terms are "breaks" in glass and "base" in nails. These terms are very important factors in the understanding of the way prices are fixed by the manufacturer and importer. At the present time standard common steel nails in kegs are quoted at $3.40 base, Toronto. The base sizes are Nos. 2, 3 and 4 gauge, which are 6, 5½ and 5 inches in length respectively. Once the base price is known the price of any standard size can be obtained by reference to the list adopted by the Canadian wire nail manufacturers on July 10, 1912.

For 4-inch and 4½-inch common nails there is an advance of 5 cents over base. For 3-inch, 3¼-inch and 3½-inch common wire nails the advance is 10 cents over base. For 2½-inch and 2¾-inch the advance is 15 cents. In the 2-inch and 2¼-inch sizes there is an advance of 30 cents. For 1½-inch and 1¾-inch 40 cents is added to base price. On 1¼-inch there is an increase of 65 cents, while on 1-inch and 1⅛-inch the advance over base is $1.00 per 100-pound keg. The gauges of these various sizes can be seen by referring to the reproduction of the standard price list in connection herewith.

Special Nails

For the various kinds of special nails, such as moulding, finishing and casing, flooring, clinch, slating and roofing, etc., there is also an advance over the base prices for the corresponding sizes or gauges in the standard common nails. For instance, by reference to the price list it will be seen that the net extras over the same sizes in common nails is ¼ cent per pound for moulding nails over the corresponding sizes of common nails. This is an advance of 25 cents per hundred pounds. For finishing and casing nails the advance is ½ cent per pound, or 50 cents per hundred pound keg, over the corresponding sizes of common nails. As an example, to find the price of inch and three-quarters finishing and casing nails, it is necessary to add 40 cents to the base price of $3.40, plus 50 cents for extra on this particular kind of special nail. The price would be $4.30 per keg of one hundred pounds.

The Gauges Used

There are a number of different wire gauges used by the manufacturers of wire and nails. The British Imperial Standard Gauge, referred to by the trade by the initials "S. W. G.," is the legal wire gauge of Great Britain. It is the Canadian Customs standard for metal sheets, plates and wire. It is the standard of the Steel Company of Canada, Limited, for steel and wire larger than No. 20. This gauge is sometimes called the New British Gauge or "N.B.G."

In the measurement of copper and brass wire and sheets made for electrical purposes the standard gauge in Canada and the United States is the Brown & Sharpe, "B. & S." The Birmingham Wire Gauge, "B. W. G.," also known as the Stubbs Iron Wire Gauge is used in England as the standard for iron and steel wire and by some makers in the United States. The "B.W.G." gauge is also used by some American makers to gauge hoops, bands and boiler tubes, and by the Carnegie Steel Company to gauge sheets thinner than 3-16 inch. In the United States the most generally used gauge for iron and steel wire is the American Steel & Wire Co.'s gauge, "A. S. & W."

Definition and Meaning of Base

"The base in wire is, roughly speaking, the rod as it comes from the rolling mill," was the way one department head in the wire business defined the term. They are the sizes of wire which require the least amount of drawing to make to the standard sizes. For instance, the five-eighths copper rod as it comes from the rolling mill is manufactured into 4/0 wire. This 4/0 wire is in size .460 of an inch. The half-inch copper rod makes the 3/0 and 2/0 sizes in copper wire. These sizes are respectively .409 and .364 of an inch. The three-eighths wire will make the sizes No. 0 and No. 1, which are respectively .324 and .289 parts of an inch. These sizes it will be seen are a few thousandths parts of an inch smaller than the copper rod as it comes from the foundry. Take the No. 0 size in wire, which is made from the three-eights copper rod. Three-eighths of an inch when reckoned in thousandths parts is .375. When the No. 0 wire is made it is .324 of an inch. This reduction necessitates running the copper rod through the dies three times in the reduction to the proper size for wire.

In the same way five-sixteenths rod will make sizes Nos. 2, 3, 4 and 5 in copper wire, while the quarter-inch rods will make sizes Nos. 6, 7 and 8. Now one-quarter inch rod is the smallest size

STANDARD COMMON NAILS IN KEGS

Size	Length in Inches	Gauge	Advance over Base Price	Moulding Ge	Finishing and Casing Ge	Flooring Ge	Clinch Ge	Slating and Roofing Ge	Box Ge	Fence Ge	Tobacco Ge	Barrel Ge	Flat Hd Car Not Barbed Ge	Common Spikes Ge	Sash Pins Ge
2d	1	15	$1.00	16	17	..	14	12	16	..	..	14	..	..	.8
3dP	1⅛	15		16	17	.		12		..	..	14	..	..	.8
3d	1¼	14	.65	15	16	..	14	11	15	..	..	14	..	..	.8
4d	1½	13	.40	14	15	..	13	11	14	..	12	..	12	..	.8
5d	1¾	12		13	14	..	13	10	14	10	12	.	10	..	..
6d	2	12	.30	12	13	11	12	10	13	10	11	.	10	..	..
7d	2¼	11		12	13	11	12	.	13	.9	11	.	.9	..	..
8d	2½	10½	.15	11	12	10	11	..	12	.9	10	..	.9	..	..
9d	2¾	10		11	12	10	10	.	11	.8	.	..	.8	..	..
10d	3	9	.10	10	11	.9	.9	..	11	.7	..	..	.8	..	..
12d	3¼	9		.9	11	.9	..	..	10	.6	..	.	.7	..	..
16d	3½	7		.8	10	.8	..	..	10	.5	..	..	.7	..	..
20d	4	6	.05	..	9	7	..	..	.9	.4	..	.	.6	.3	..
30d	4½	5		..	..	..	..	..	.9	..	..	..	.6	.3	..
40d	5	4	Base	.	..	..	..	..	.8	..	..	..	.5	.2	..
50d	5½	3		..	..	..	..	..	..	..	..	..	.4	.2	..
60d	6	2		..	..	..	..	..	..	..	..	..	.4	1	..
6½ to 12 inch 2 Ge and heavier.			.25	..	..	..	..	..	..	..	..	..	..	..	..
Stock Sizes:—6½ and 7 in. No. 1 Ge. 8 & 9 in. No. O Ge. 10 & 12 in. No. OO Ge.			NET EXTRAS OVER SAME SIZE COMMON NAILS (Per lb.)	¼c	½c	¼c	¾c	¼c	¼c	¼c	¼c	¼c	¼c	1/10c	¾c

OTHER EXTRAS

Flat Head Eave Trough Spikes, 5 in. and longer, No. 3, 4 & 5 Gauges, over same length Common Nails........... ½ C. per lb. Net
Oval or Round Head Eave Trough Spikes and other Nails (over Flat Head)........... ¼ do do
Barbing, Annealing, Special Heads or Special Points........... ¼ do do
Packing in 25 and 50 lb. Boxes........... ¼ do do
Blued and Coated Nails........... 1/5 do do

Moulding, Finishing, Casing, Flooring, Clinch, Slating, Roofing, Box, Fence, Tobacco, Barrel, Car, Eave Trough Spikes and Sash Pins of the Gauges named above will be charged at Common Nail List, with Extras as shown.

All other Sizes and Gauges will be charged by the Miscellaneous List.

Revised Price List on Standard Steel Wire Nails, Adopted July 10, 1912.

in which the copper rods are manufactured. Three sizes of wire can be made from quarter-inch rod without the necessity of drawing it more than three times. These sizes are consequently considered base sizes. In other words, they are sizes which require no more than three drafts to bring them to their proper sizes of wire. Base sizes on copper wire consequently run from No. 4/0 to No. 8. In the sizes running from No. 9 to No. 40 there is an increasing number of drafts necessary to bring to the required size. No. 9 wire requires five drafts, No. 10 requires six drafts and so on up to No. 40, the smallest size copper wire, which requires thirty-six drafts. In other words, the smaller the wire the greater number of handlings it requires and the larger number of times it must be run through the drawing machines. It is this increased cost in the handling which necessitates an increase in price of the smaller sizes of wire.

This same principle holds good in the manufacture of nails from the steel wire. The wire is drawn from the nearest sized steel rods. For example, the base sizes in steel wire nails are Nos. 2, 3 and 4. These sizes are made from the steel wire which in turn was drawn down from the steel rods as they came from the rolling mill. The smallest size in the steel rods is .212 of an inch. When the wire is drawn to No. 7 size it is .176 of an inch. The reduction from .212 of an inch to .176 of an inch is made in one draft. The three base sizes of nails can be made from the .212 inch steel rods in one draft. Nos. 5, 6 and 7 gauge wire nails also require one draft for each size, but there is a difference in the tonnage which a machine can turn out when manufacturing these nails, hence it is necessary to make an additional cost price on this account. Nos. 8, 9 and 10 gauge nails require two drafts, while Nos. 11 and 12 require three drafts. No. 13 gauge nails require four drafts and No. 14 gauge five drafts. It will be seen that the number of drafts necessary to reduce to the proper size wire for the manufacture of nails, together with the possible output of the nail machines on the smaller sizes, are determining factors in causing extras to be added to the base price.

Formerly Sold by Weight

Nails were formerly sold according to weight with a rough sort of base reckoned on the length of the nail. For instance, the length of the nail was three inches and upwards that fixed the base price. On January 9, 1892, nails were quoted for the last time as: "Nails, cut, 3 in. and upwards, per keg base, price $2.40." During January of that year the various nail manufacturers arranged among themselves a new schedule of prices which was designed to eliminate the odd sizes in nails and confine their energies to a few standard sizes. In referring to this matter editorially at the time "Hardware and Metal" said:

"There are some three hundred sizes made. It is a humane thing to endeavor to run the demand in a few channels and put the odd gauges out of stock. The sizes whose survival is sought to be secured by the selecting principle of comparatively easier prices are on the basis of the iron nail." That is, the manufacturers were endeavoring to run the steel wire nails and the cut nails into corresponding sizes which would be standard. Before the adoption of the base method of fixing prices, wire was sold at list prices, less a discount for the smaller sizes. In the same way nails were sold at list prices less a discount.

How Pennyweight is Reckoned

Prior to the adoption of the base system nails were sold according to weight with extras added for certain smaller sizes of nails. This was the old English system of selling nails. The first nails made were the cut nails, which were made by hand, being cut from a sheet or strip of wrought iron fed into a cutter and turned by hand for each nail manufactured.

In connection with the weight of nails it is interesting to note that a pennyweight is part of the Troy system of weights. There were twenty-four grains to a pennyweight. Each grain was originally equal in weight to a grain of wheat from the middle of the ear, well dried. This weight was in ancient times equivalent to the weight of a silver penny, whence the name. Twenty pennyweights make an ounce.

Base on Rope

In the manufacture of rope there is also a base size. The smaller the rope the more it costs to weave. Five-eighths inch size is considered the base by all rope and twine manufacturers. The five-eighths size is composed of three threads of eleven strands each. It is possible for a machine to make approximately 1,000 pounds of this rope per day. On the other hand with the three-sixteenths rope the strands are finer than strands in the five-eighths. In the manufacture of 3-16 rope it is possible for the machine to turn out only 80 pounds of rope per day. It will be readily seen that an extra charge must be made for a rope which takes so much longer to make. As in the case of wire the base for rope is the size in which the average cost of manufacture from the raw state is reckoned.

LIST PRICES ON VARIOUS BREAKS OF GLASS

Bracket.	Single Thick, Per 100 ft. Box.	Double Thick.
Up to 25	$ 7.80	$11.90
26 to 34	8.15	12.85
35 to 40	8.50	13.60
41 to 50	11.75	15.50
51 to 60	12.25	15.85
61 to 70	13.10	16.80
71 to 80	14.75	18.35
81 to 84	.....	22.75
85 to 90	.....	24.65
91 to 94	.....	25.00
95 to 100	.....	29.00
101 to 105	.....	32.00
106 to 110	.....	37.00

Breaks in Glass

In the cutting of glass there are certain sizes which correspond in a rough sort of way to the base sizes in wire, nails and rope. For instance, all sizes of glass which in their measurements total to a certain standard are considered as coming within a particular "break." There are thirteen "breaks" or sizes ordinarily used by manufacturers and dealers. The first break is in any sizes which in their combined measurements when added together make up to 25 inches or less. In the second break are the sizes which come between 26 and 34 inches.

The various breaks or brackets in glass were fixed arbitrarily many years ago by manufacturers of glass in Europe. They were introduced into America by the first makers of glass on this continent and have been retained ever since. In the blowing of glass, imperfections, such as bubbles, are incident and uncontrollable. In the selection of these larger sizes it becomes necessary to have a greater wastage of glass in cutting the various sizes. Hence it becomes necessary to make an additional charge for the larger sizes.

There are two methods of blowing sheet glass, namely, hand-blown and machine blown. The maximum sheet of hand-blown glass is approximately 40 by 60

inches. In machine blown glass the great cylinder is from fifteen to twenty feet in length and about three feet in diameter.

Since the outbreak of war there has been an approximate increase in the price of sheet glass of 14 per cent. As yet there has been no increase in the price of pane glass, the price remaining practically the same as two years ago. This has been due to the amount of stocks on hand at the beginning of the war, and also to the expense attached to the getting out of a new price list. A new pane list is now in process of preparation on pane glass and will probably be issued within the next two or three months. If there is prospect of peace in the interim the old list will possibly remain unchanged. Almost the whole of the glass used in Canada at the present time comes from the United States. Prior to the war the best grade of glass was imported from Belgium. France also sent some glass to this country. In sheet glass there are two weights commonly used in the trade, namely, Star and Double Diamond, or Single Thick and Double Thick, respectively. Star sheet glass weighs 16 ounces to the square foot while Double Diamond weighs 24 ounces to the square foot.

ADVANCES OVER BASIS ON ROPE

2 inches, cir. (5/8 in. dia.) and larger	Basis		
Under 2 inches, cir. (5/8 in. dia.) down to and including 1 1/4 in. cir. (15 thd. or 7-16 in. dia.)	1/2c	per lb	above basis
12 thd. or 3/8 in. diameter	1c	"	"
6 and 9 thd. or 1/4 in. and 5/8 in. dia.	1 1/2c	"	"
Fine 6 thd. or 3/16 in. dia.	2c	"	"
Lariat Rope, 3 strand	1 1/2c	"	"
Lariat Rope, 4 strand	2 1/2	"	"

The above show the advances over the basis on best Manila rope on the popular selling sizes. Figuring on a basis of 21 cents, it will be seen that the cost of all sizes 5/8 inches in diameter and over would be 21 cents per pound. On smaller sizes advances would be made, for instance, on 3/8 dia. rope the advance is 1c per pound above basis, which would make the price 22 cents per pound.

Essentials of Stove Salesmanship

An Adequate Display and Attractive Demonstrating Floor, Proper Line and Variety, An Efficient Sales Organization Well Primed With Talking Points and an Advertising Plan Are Some of the Requirements

HOW many hardwaremen have put much thought on the best way to sell stoves? It is one of the important branches of almost every hardware store, for the profits are comparatively large on each sale. Furthermore, a good line of stoves are always steady sellers. But no matter how good the stove may be, there may be lacking the very necessary qualities of salesmanship to put the stove in the home of the prospective customer. It is really a high art, this helping a customer to make up his mind to buy your particular line of stoves. It is not always an easy matter to persuade him to buy a stove from you. For the expediture which the man or housewife is going to make is what might be termed an extraordinary one. There are few purchases in the home as large as $50. When the time comes for making them the dealer can take it for granted that the man who has $50 to spend is going to look around pretty well before he makes up his mind. It rests with you—with your methods and salesmanship whether or not you land him high and dry.

Good Sales Methods Necessary

You may have a line of stoves that are infinitely superior to your competitor. But if you have not good methods of salesmanship the other fellow is going to win out. That is, of course, providing the other fellow's methods are better than yours. If they are equally poor it then becomes a toss-up and largely a matter of luck who will secure the sale. But it is seldom that two dealers are so evenly matched. At any rate it will not pay you to take a chance on your competitor being a poorer salesman than yourself. You should be the best and know why you are the best.

Should Map Out Plan of Attack

It is not sufficient that you have a jumble of stoves in one part of the store which you may call the "stove department." Stoves should be set up to best advantage in a special part of the store. A room that is littered with a great variety of articles such as pipes, elbows, brooms, ash cans, wire and other things will never show the goods off to best advantage. It is very necessary that you consider well, how best to arrange your display of stoves. A stove that is not ready for sale cannot be sold for face value until some tidying up is done. You should remember that you are not selling nails or bolts or some other commodity, one sample of which looks like all the remainder.

Selling Points in Salesmanship

There are three points of attack which the salesman should bear in mind. These are the life-lines of trade—the grappling hooks that land the sale for the dealer. They are: (1) An appeal to pride and reason; (2) An appeal on the basis of economy; (3) An appeal on the efficiency of the stove. A dealer's argument should be directed along these three lines. Furthermore, every clerk in the store who will have anything to do with the selling of stoves should be taught that his arguments should bear along these lines.

In the first place, an appeal to the pride of a prospective customer always puts the salesman in the good graces of the one who is about to buy. If the prospective purchaser is a man it will be necessary for you to suit your attack to his particular case.

The good points of your stove should be well thought out. In this the manufacturer should and will, if requested, come to your assistance in supplying the ammunition. An appeal should be made on the grounds of the economy of your particular line. Of course, it is necessary for you to get a line that you have confidence in and that you believe to be the best on the market. Primed with a wealth of talking points along the line of economy advantages to be secured through the purchase of your particular stove, you have a very substantial groundwork on which to build up a trade.

Important Features

Then the third point of attack is in the matter of efficiency which your stoves possess. If they will bake a bet-

ter pie or a better loaf of bread than any other stove you should see that this point gets to your prospective customer. If they are the best heating stoves on the market you should know why. And you should not tire of reverting to these very essential features about a stove. When a purchase to the extent of $50 is made the customer expects to get satisfaction. Furthermore, you should be able to direct that customer in the best way to get the maximum efficiency from that stove.

Should Know All About It

It is not sufficient that the salesman should be able to talk about these matters in a grandiloquent way. He should be able to give a complete demonstration. He should not be able to sell a stove and keep his hands clean. The customer wants the stove taken to pieces, particularly if it is a high-class article, so that he or she will see just what they are getting.

In this connection it is very necessary that the dealer should give good service in order to back up his selling plan

Value of Advertising

There is one other particular in which the dealer should aim to become efficient in the salesmanship arm of the stove business. It is a most important department. The right kind of advertising means a widening of the scope of your salesmanship. The writing of an advertisement becomes one of the really vital points in connection with salesmanship. Few salesman, no matter how good they may be when they have their customer before them, can write an ad. It means extraordinary selling ability because you do not know who you are talking to. It requires a technical knowledge in order that you may get the right amount of material in proportion to white space in your advertisement. You must know what kind of cuts to use. You must get a proper typographical arrangement and a heading that will jump out and catch the eye. You must realize that your ad. will be one of many in the paper in which you advertise. You will need something that has a drawing power. In this connection you will be able to get some valuable suggestions in connection with stove advertising in the article in this issue entitled: "Does Your Advertising Pay."

Summing Up

To sum up: Good and successful salesmanship essentials will embody (1) A proper location for the stove department (2) A proper line and variety (3) Efficient sales organization (4) Demonstrations (5) An enthusiastic knitting together of all these essentials. If the boss has service at heart and is a well of enthusiasm, this is the most contagious thing in the world and every single part of the plan will pull. This is the key to the whole problem and the essential for welding the whole into a successful business scheme.

A Big Field for Hardware in Russia

Vice-President of Large Russian Shipping and Mercantile Company is in Canada to Point Out to Manufacturers Opportunity to Secure Part of Great Export Trade—Will Run Line of Steamers to Montreal—Many Lines of Manufactured Products Needed

"I WILL deposit to the credit of the Canadian Patriotic Fund $1,000 if after careful examination by our engineers we are unable to find a market for the product of every one of the plants which are now engaged in the manufacture of munitions in Canada," declared R. C. Martens, vice-president of R. Martens & Co., Inc., of Petrograd, shippers and mercantile engineers, to a representative of Hardware and Metal at the Queen's Hotel, Toronto, this week. Mr. Martens is in Canada for the purpose of trying to stimulate Canadian manufacturers to take advantage of the great commercial opportunities which Russia will offer immediately at the termination of the war. The firm of which Mr. Martens is vice-president is transportation agent for the Russian government in England and agents for the British Admiralty at Archangel.

In addition to their headquarters at Petrograd this firm has branch offices at Moscow, Archangel, Odessa, Baku, Vladivostok and New York. His company will start the operation of a line of steamers from New York to Archangel next month and as soon as the Black Sea is opened to traffic again he stated they will open a line of steamships between Odessa and New York.

"I am not here for the purpose of securing munitions of war," said Mr. Martens. "But I do come to secure munitions of peace. Your manufacturers here in Canada have a wonderful opportunity if they will but seize it. If we find there will be sufficient trade in sight from Canada we will establish a line of steamers to call at Montreal in connection with our New York and Odessa and New York-Archangel lines. Canada is one of the Allies and naturally Russians will feel partial toward them in the matter of trade at the conclusion of the war. Before hostilities broke out Russia imported annually products to the value of $700,000,000. Of this amount over one-half came through Germany, or to be exact, $356,000,000. Of this amount in turn about $100,000,000 came from the United States. For Germany constituted herself the middleman in the articles she was unable to supply, secured them in the United States, and sold them at a handsome profit to the Russian people. This trade has been shut off entirely by reason of the war.

"Large quantities of agricultural machinery, sawmill machinery, machine tools, woodworking tools, coal mining machinery, gold mining machinery, metal mining machinery of all kinds, hardware articles of every description will be needed. I am confident that all the machinery which is now being utilized in the manufacture of war munitions can be turned to immediate use in the manufacture of these articles. So confident do I feel that this can be done I will do as I have already stated, namely, that I will pay to the Canadian Patriotic Fund one thousand dollars if after a thorough examination of these plants by our engineers we are unable to direct the manufacturer into lines in which he can find a ready market in Russia.

"I would advise that the Canadian manufacturer should immediately send capable experts to Russia who are thoroughly conversant with the technical side of the manufacture of their goods to make a study of the needs of a particular district. We will be glad to cooperate with these representatives through our engineering staffs at our various branches. If manufacturers feel they are unable financially to send representatives we will place our engineering staff at their disposal if they will send to us six of their catalogs, one for each one of our branch offices, in order that our engineers at those points may go over the catalogues and advise them of the adaptations necessary in their product to make it acceptable to the Russian market. The time to prepare for this market is now. It will perhaps be too late if postponed until the end of the war. The United States has already many hundreds of their clever young experts in the field."

Mr. Martens stated the Export Association of Canada, would work in cooperation with their company to this end. The Robert Reford Co., Limited, Montreal, will act as the shipping agents of the company in Canada. Mr. Martens was met by a number of prominent Canadian manufacturers while in Toronto who inquired anxiously of the prospects for trade in Russia.

How Other Merchants Do Things

Various Ideas Adopted by Retailers to Keep Down Expenses and to Display Goods More Effectively—Periscopes For Cellar Lights—Electric Light Demonstrators — Using Pillars

From notes gathered by Hardware and Metal representatives in calls on retailers.

IN the cellar of an Ontario hardware store there is a periscope arrangement of mirrors that makes a cheap and very efficient lighting system. The idea has been to utilize the light which has been cut off by the peculiar structure of the cellar and not only to utilize it but to intensify it.

The problem is here solved by swinging from the ceiling a cheap mirror set in an ordinary three-foot square window sash at an angle of forty-five degrees from the perpendicular and directly facing the small window. A duplicate of this mirror is placed or swung at a point on or near the floor, directly opposite and of course below the upper mirror and at a corresponding angle of forty-five degrees. The essential point is to have the lower mirror in true alignment with the upper and at the same time clear the interfering obstacle which in this case is the bulk of the swing shelves

The proprietor in illustrating the working of the mirrors turned the light off and on as completely as though by an electric light switch by simply tilting the mirrors so that no reflection was possible. He said in part:

"This keeps down lighting bills, needs no attention and is working all the time without a cent of cost after the initial installation which can be made for the sum of two dollars. Also when a clerk goes into the cellar, it is already lighted up; there is no bruising of shins and injury of feelings fumbling about in the dark for light switches."

* * *

ELECTRIC LIGHT AND BULB DEMONSTRATOR.

In the same store the inventive genius of the management has created a special display for electric light bulbs that is unsurpassed as a demonstrator. It consists of a dark stained board about three feet long in which are set electric light sockets to accommodate sizes of bulbs from four candle power up to two hundred in size. The wires are hooked up with the store lights and the arm of bulbs is then affixed to the wall in any convenient place ready for a practical demonstration and comparison of the relative strength of the various bulbs. In the store in question the arm is hung in the front of the store, near the door and at the level of the eyes from the floor. The same switch that controls the bulbs connects up with other lights in the show cases. To avoid people bumping into the projecting arm it is hung from a point that will enable it to swing over the show case well out of harm's way.

* * *

COUNTER INSETS

No circular reaches a more interested public than the one inset in the counter of this store. It is a special bargain circular about two feet square, set in the counter and covered with a sheet of heavy glass. Every man who is served at that counter must see it and absorb its statements of bargains.

* * *

MARKET BULLETINS IN THE STORE

An originally commonplace method is employed in this store to acquaint the clerks with market changes, stock shortages and other matters of moment that would be neglected entirely or else require to be made the subject for separate consideration each time by the head of the firm.

This daily bulletin as it is called is simply a typewritten slip of paper containing the salient news items for that day and is tacked up in a central part of the store well out of the way of the customers. It is a great saver of time that is usually consumed in unnecessary questioning, looking up of quotations, reserves of stock, etc.

* * *

INDIVIDUAL DISPLAY BOARDS

This store uses individual display boards of various sizes and shapes to great advantage in covering up unsightly waste places with attractive displays of small tools, fixtures, accessories, etc. An ugly spiral staircase of iron is completely hidden by display boards of about two and a half feet high by one foot wide.

* * *

STOCK SERVES AS DISPLAY RACK

Harness hooks are used to advantage in this store for the display of tools in a silent salesman space inset in the wall. Thus, they serve the double purpose of demonstrating their own use as well as supporting a display of saws, hammers, squares and other tools.

* * *

GIVES NAMES OF FENCE BUYERS

Torrens' hardware, Tillsonburg, Ont., recently ran a striking advertisement featuring woven wire fencing. After telling of the good qualities of the fence offered for sale a list was given showing the names of farmers (90 in all) who had purchased some of the fencing advertised. One of the strongest talking points in the advertisement appeared in the introductory talk and ran as follows:—

"If you want to buy the best Stock Fence, buy the ——— with Upright Wires 12 in. apart, all full gauge No. 9 wire. A calf cannot get its head through this spacing (6 in. x 12 in.) and it is generally admitted that most wire fences now in a broken-down condition were damaged by cattle or horse reaching through the wide open spaces. Ask some of the farmers, whose names are below and who have tried out this stock fence if their stock ever get their heads through into the next field.

A great number of these farmers have had hundreds of rods of this fence, bought at different times within the last five years."

* * *

GUN METAL RACKS

The Northern Canada Supply Co., Cobalt, and Haileybury stores use cheap racks of gun metal to great advantage in using up odd corners of floor space for the display of household utensils.

* * *

RECORDS GOODS ASKED FOR

A Hamilton, Ont., retail hardware merchant has made it a rule that all salesmen keep a record of all goods which are asked for by customers and which are not in stock.

A special form is placed on a table near the cash register and serves as a memo pad on which all goods which cannot be supplied to customers are recorded. The records are checked up weekly, and in this way the proprietor can very often see where new lines can be profitably added.

UNSIGHTLY PILLARS A BLESSING IN DISGUISE

The Jas. Walker Hardware Co. of Montreal, have solved the problem of how to make unsightly posts and pillars attractive. The principal one in this store stands just at the entrance squarely in front of the door. If let alone it would be most unsightly for it is directly in the path of any one entering.

This last fact is turned to great advantage. Facing the door is an attractive folder rack which is permanently affixed to the post. Over it is the word "Free" in large white letters. Above and below this rack and on the other three sides of the post for more than the height of a man are hung small green baize covered display boards which are cut out to fit the post and can be taken off and rehung whenever a rearrangement of display is needed. These racks contain displays of small tools, rings, chains, bright looking specialty lines, etc. The upper part of the post is used for the most attractive calendars and for special circulars. The point about this display is this: The store is apparently an old one and this post is one of the disadvantages that go with an old building, but what would in the natural course of events be a handicap to the appearance of the store is turned into a Sales Asset.

This firm also uses the design display idea to great effect on its walls, shelves, etc. The low wall of the balcony is made to serve as the background for designs of generous proportions in the larger sporting goods such as hockey sticks, skis and snowshoes.

In this same store a clever use is made of articles to be displayed as display equipment. In a window lined with yellow cloth a fire screen of three by one foot leaves that hinge on one another is used to great advantage as a background for the smaller articles of the display proper. The screen is of heavy black wire, made up into quarter-inch square spaces. It stands out magnificently against the light yellow cloth, displays itself to best advantage and adds a real touch to the whole window.

TURNING A FURNACE INTO A DISPLAY STAND

One of the most striking illustrations seen of the use of waste display space was in the store of the late Frank A. Child, at Cochrane. In this cold climate elaborate heating arrangements must be made. So Mr. Child placed a large furnace in the centre of the floor in the main store interior. Now, a furnace is not exactly a thing of beauty. Still people buy them. Thus he reasoned.

So a fifty cent can of aluminum paint was used on the galvanized iron of the furnace and its rusty surface was turned into a glittering silver that actually added to the lighting arrangements of what is naturally a dark store interior. That was the first step to make it attractive. The next was to make it useful in other ways than as a mere furnisher of heat. So it was featured, pointed out and made noteworthy as a continual demonstration of the line of furnaces carried there. The effect on sales of furnaces in that cold country was most astonishing.

Thus one phase of the furnace reasoning was covered. People bought them. The next thing was to convert this one into a thing of beauty. So, in the summer time the unnecessary pipes are taken down and the shelves brought out and fitted up around the furnace so that it becomes the central display spot of the whole store. These shelves are usually used for alternate displays of paints and varnishes, tin, granite and aluminum ware, etc.

SAMPLE DOORS WIDELY USED

A hardware store in the northern part of Ontario devotes an unusual amount of space to the use of green baize-covered sample doors. A series of them five feet high by one and a half feet wide extends the fine length of one side of the long store and it is this very general use of them that is unusual in this store. It is stated that they are the greatest time-savers in the store especially in the handling and sale of files and other similar goods that include a wide range of sizes and values that require constant showing. Cutlery, screw drivers and all small tools, locks, builders' hardware, bath room fixtures, fish lines, and paint brushes.

A feature of this store is the prominence given the paint display to which the front of the store is given over. The manager states that it has been their custom to store paints in the rear but that on comparing costs and sales it was found that a line of goods which represented a large amount of money was recording proportionately less sales than other less deserving lines. So the latter were relegated to the rear and paints given first place.

The management of this store lays great stress on the practical value and added sales to be obtained from the use of simple but attractive wooden frames and cases of their own construction for the display of goods. These are made in their spare time by the clerks and made to fit into odd corners, etc. Paint and varnish is used liberally in finishing them. The most ambitious case of this nature is a large flat box of small compartments for the display of paint brushes. This box is about ten feet long and is the full width of the counter on top of which it sets. It is about three inches high in front and slopes up to a height of ten inches in the rear. Each compartment contains a selection of brushes of some one size. Mr. Childs says, "In the past two years since we have been using this home made case we have sold five times as many brushes as we ever did in any corresponding period."

THE LESSONS OF A GENERAL SURVEY

In the course of a great number of good stores visited and examined closely for new ideas it was found that the greatest importance was attached to some points that were common to all of the best of them although lacking in others. Thus a generous use of display boards of all sizes and shapes and the consistent use of green baize covering is advocated. It is affirmed that other colors and material are not as effective in showing off goods. The importance of catchy signs on the walls is reaffirmed. Plain large figured price cards on all goods even in the best of show cases are regarded as necessities. Designs, figures, etc., especially in tool displays, are highly recommended.

The general use of waste display space is advised by all classes of dealers even though only the most energetic of them act on the advice. It is pointed out that simple and attractive cases can be made in spare time and so decorated and finished with the stores' stock of paints and varnishes as to not only show off the contained goods but so as to demonstrate the value of the articles that went into the construction of the case.

The further necessity of converting liabilities into assets by which is meant the covering up of unsightly parts of the store with suitable displays.

The importance of bringing a little imagination and originality to play on these problems is recognized by the most successful exponents of the ideas here set forth. The use of mailing lists compiled from all available sources, such as voters' lists, house-owners, lists of organizations and society members, etc., is urged as a valuable aid to the sales of any line especially when undertaken in conjunction with manufacturers, etc. Addresses of small householders are particularly valuable for live mailing lists for the pushing of every line.

The value of this field of endeavor is well known, the variety of it but slightly suspected. The size of waste space development in any store is in direct proportion to the amount of waste brain space development in the store's manager and staff.

Saving Time in Retail Stores

Innovations Introduced by Retail Firms to Improve Efficiency of Sales Staffs, and Service to the Public—Following the Example Set by Chain Drug Stores —Novel Display Methods.

Written for Hardware and Metal by Thos. E. Hunt

THE merchandising of hardware is a man's job, requiring a great deal of experience and application not demanded in some other lines of trade. The business of competition in various forms is felt to-day to a greater extent than it has ever been in the past. The lines sold by the hardware trade are constantly changing and expanding. The hardware business is in many respects a different business to what it was twenty or even ten years ago. The merchant is confronted with new problems almost every week. Costs of doing business are higher. Wages are much higher than they were ten years ago. The clerk who worked for ten or twelve dollars per week ten years ago now demands $18 or $20 per week. Not a great many years ago it was rather unusual to hear of a hardware clerk drawing $20 per week. To-day $20 per week is an ordinary wage. Some clerks draw $20, some $25, and other higher amounts per week. Some work on a straight salary basis. Others are paid a salary plus a percentage on sales over a certain amount.

The result is that the merchant, confronted with high pay-rolls, high rents, and narrow margins of profit, is, in fairness to himself, compelled to secure the greatest degree of efficiency from his sales staff and from the premises for which he is paying a high rent.

Saving Clerk's Time

Unfortunately for some retailers ther is a great deal of time lost in retail stores. It is not uncommon to see a $20 a week clerk rushing down to the basement to fill a pint bottle with oil, for which he will receive 15c, or digging into a putty can to secure a pound of putty, while customers are standing in the store waiting for attention. One of the greatest leaks in the hardware store to-day is the loss of time during rush periods, occasioned by senior salesman having to package up goods which are called for almost every day.

Lesson From Chain Stores

The average retailer can take a splendid lesson from the chain stores, especially the chain drug stores. In these stores you will find a huge volume of business being transacted by a very small staff, simply because they anticipate the needs of the public, and during the slack periods they prepare packages of staple goods, which the public will ask for. If the chain drug store advertises three cakes of soap for a quarter on a certain day, you will always find that the soap has been packaged up prior to sale day, and the salesman loses no time in handing out the parcel when it is asked for.

A Case in Point

Not long ago a retailer was offering some special bargains for Saturday selling. A list of goods was advertised at special prices. One special was nine pounds of 2½ or 3-inch nails for a quarter. Fifty 25c lots were sold, and fifty times on that rush day the salesmen were compelled to go to the nail counter, and on each trip package up nine pounds of nails. Think of the waste of time that would have been saved if the nails had been packaged up in spare time on Thursday or Friday, or by one of the junior clerks.

Display stand built around supporting pillar in hardware store of G. A. Binns, Newmarket, Ont.

How Time is Saved

There is a hardware merchant in an Ontario city who has tried hard to follow the example set by some of the chain drug stores.

This merchant does a large paint trade during the spring and fall. Every hardware merchant knows that during the spring painting season he is called upon to put up dozens of bottles of linseed oil and turpentine. A customer will drop in, buy a quart or half-gallon of paint—a brush, if the clerk suggests it—and then ask for a pint of linseed oil or turpentine. Invariably the customer does not have a container of any kind for the oil and expects the merchant to supply one. In some stores the clerk who waits on the customer is compelled to rustle around the cellar, find an old bottle, fill it, wrap it up, and send it out with the order. In other stores the order is turned over to a junior clerk, upon whom devolves the duty of seeing that the order is put up and sent on to the delivery wagon. In most department stores such staples as oil, turpentine and linseed oil, are put up in tin cans, labeled with the department store's name and price.

The Ontario merchant referred to in the foregoing, secures his bottles from junk dealers or bottle dealers, who can be found in almost every town or city in the country. The bottles must all conform to certain shapes, so that there will be uniformity in the containers. The price paid for the bottles ranges from 12c to 20c per dozen, according to the class of bottle. All bottles must be washed and in good condition when received by the hardware merchant. They are then filled with raw or boiled linseed or turpentine as the case may be. A neat label, bearing the name of the contents of the bottle, name or merchant, street and 'phone number is placed on each bottle. The price is also marked on a corner of the label.

It is the duty of one of the junior clerks to see that there is always on hand a good supply of

Mounted samples of builders' hardware in the Sault Ste. Marie, branch, Cochrane Hardware Co.

pint bottles of raw linseed oil, boiled linseed oil, and turpentine. The same applies to the quart size.

The average customer, when buying paint, will say: "I need some oil or turpentine for thinning." The clerk will reply: "We have pure linseed oil already done up in labeled bottles at 18c for the pint size, and 35c for the quart size." Almost without exception the customer will order one of the sizes mentioned, and the clerk with no loss of time can complete the order and place it in a box ready for the delivery man. Such, however, is not the case when the clerk has to make a trip to the basement hunt up a bottle, trim a cork to fit, fill the bottle and then return upstairs with it, probably at the expense of keeping several customers waiting. The labels on the bottles, with the merchant's name, street, and phone number have proven a good advertisement which is always in evidence as long as any oil or turpentine remains in the bottle, and it is kept by the customer.

Nails in Packages

Nails are also put up in cardboard boxes, 7lbs. to the box. Nails are sold in this store at 7 pounds for a quarter, that is for the sizes called for mostly, ranging in size from 1½ inches to 6 inches. A great many customers, particularly farmers, are regular buyers of

Style of display and stock table used by T. Eaton Co., Toronto.

nails, and as a general rule, a quarter's worth at a time. When a customer enters and asks for a quarter's worth of 3-inch nails, and the same quantity of 2½-inch nails the salesman simply picks out two packages from the shelves and the order is filled in less than half a minute. Contrast this with the system or lack of system of having to go to the nail counter and packaging up a quarter's worth of nails every time a customer asks for them.

The boxes are made of heavy cardboard and bear the firm's name with street and phone number.

Wood Alcohol

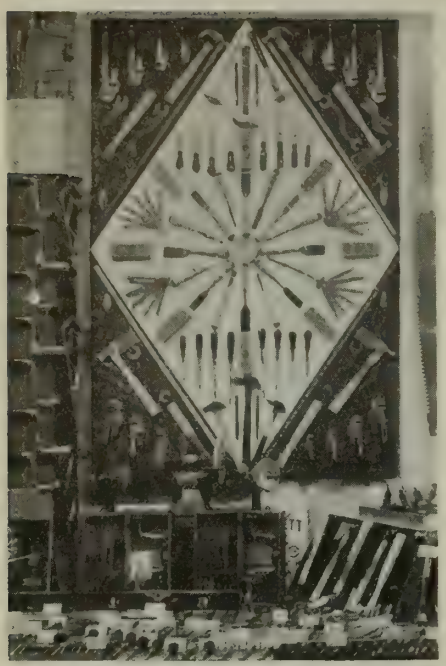
Wood alcohol is also done up in bottles, which are sold at 30c. for the pint size and 50c. for the quart size. The bottles bear the label required by law, giving the firm name, and the words, "wood alcohol, poison," in black letters ¼-inch in height. Alcohol is not called for as often as nails or oil, but nevertheless the bottles are always ready and the clerks can fill the customer's order on very short notice.

Plaster of Paris is also done up in 5 and 10 cent packages. During the spring, when painting and housecleaning work is under way, there are many calls for small lots of plaster of Paris. It is a great time saver to have the plaster done up in popular sized packages.

Row of self-serve tables in the Hudson Bay Co. store at Winnipeg, Man.

Electric signs are used in Mills Hardware Co. store at Hamilton, Ont., to direct customers to various departments.

Special shelf stands are used for displaying cutlery in the hardware department of the Stanley Mills Co., Hamilton.



Portion of window background trimmed before placing in the window.

Putty is stocked in 25, 50 and 100 lb. drums, as well as in bladders. Small tins holding about a pound are kept in stock for customers wanting a small quantity. Putty sold in this way is priced higher than the bulk putty, but the point is made that the putty will not harden in the tin vessel as rapidly as it will when wrapped in paper.

Stove cement is also done up in 1-lb. packages and time is also saved when customers ask for this article. White lead in oil is also stocked in 1 and 2 lb. tins, thus obviating the necessity of hunting around for suitable containers when customers ask for small lots of white lead.

Moved the Wash Room

A Hamilton, Ont., merchant who has a store over 100 feet long, with an entrance to the cellar at the rear of the store, found that clerks lost a great deal of time when they visited the wash room which was located at the front of the basement. To start from the front of the store, visit the wash room and return meant a walk of over 400 feet by the clerks. In the store, where six clerks were employed, considerable time was lost. The wash room was moved to the rear of the main store interior and the distance was cut in half.

Good Displays Save Time

In addition to saving clerks' time by having goods done up in popular selling sized packages, a great deal of time can be saved by having the stock attractively displayed in such a manner that it can be quickly shown to prospective purchasers.

One of the illustrations accompanying this article shows how the Cochrane Hardware Co. at the Sault Ste. Marie branch shows wrenches and builders' hardware. Mounted samples of store, front door and inside lock sets are attractively shown in a recess in the wall shelving. The customer can, at a glance, see the whole array of samples. At the same time it is possible to lift out any individual sample for the customer's inspection.

Wrenches of various kinds are shown on the face of a large sliding door, behind which the reserve stock is kept.

Tables for Household Goods

Another illustration shows the style of display tables used by the Hudson's Bay Company, Winnipeg, to feature household hardware and kitchen utensils.

The tables are double deckers, the top portion is partitioned off to hold articles of various designs and prices. When the sales staff is busy, many customers while waiting will examine the goods thus displayed, and quite frequently sell themselves.

Signs in Departments

In the Mills Hardware Co., King Street store, at Hamilton, electric signs are used in the various departments in the store. Two signs—one in the cutlery department and another in the paint department—are shown in one of the accompanying illustrations. Similar signs are used in the tool department and builders' hardware department.

The signs are suspended from the ceiling, and can be easily seen by the customer upon entering the store. Customers are very frequently directed by the signs to the department in which they are interested.

In order to facilitate the rapid handling of kitchen utensils, the T. Eaton Co., Toronto, uses a very practical type of display table shown in one of the accompanying illustrations. Utensils of various kinds are displayed on top of the table, while the four divisions below are used for carrying surplus stock. A large number of these tables are used in the basement of the Eaton store at Toronto, and are visited by several thousand people each day. Prices are all marked in plain figures. In hundreds of cases customers select the goods without the aid of the sales clerks, the latter having only to take the money and have the goods parceled.

Showing Cutlery Effectively

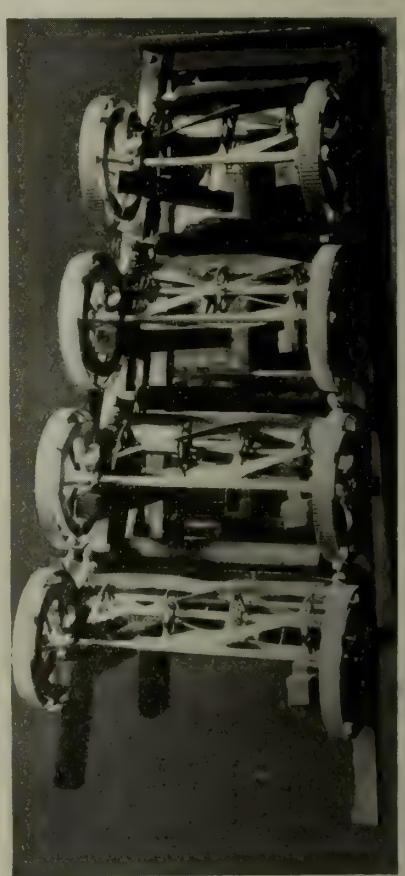
In the hardware department of the Stanley Mills departmental store at Hamilton special provision, has been made for attractive displays of cutlery. One of the accompanying illustrations shows an attractive display of table cutlery and shears in a silent salesman. Special shelf display stands covered with green baize have been used effectively in the silent salesmen. These stands are simply constructed, consisting of three pieces of wood, the face of the stand being placed on an angle, thus raising the knives, shears, etc., in such a manner that the entire display can be easily seen by customers.

Lawn Mower Rack

During the spring and summer season a lawn mower display stand is located inside the main entrance to the M. Phibin Hardware Co. store, 362 St. Catherine Street W., Montreal. The rack, shown in one of the accompanying illustrations, is in design very similar to a step ladder, with supporting bars extending across the uprights for the purpose of holding the mowers. The stand holds eight mowers, and always attracts the attention of customers entering the store.

Using Waste Space

What would otherwise be waste space has been utilized by G. A. Binns, hardware merchant, Newmarket, Ont., as shown in one of the accompanying illustrations. A very creditable display stand has been erected around a supporting pillar. The stand is used for displaying butcher and French cooks' knives, electric toasters, irons, thermos bottles, tools, etc. A large variety of goods can be shown at one time, and the displays are changed to suit the prevailing seasons.



Lawn mower display stand, holding 8 lawn mowers in hardware store of M. Phibin Co. hardware store, St. Catherine St., Montreal.

Laws That Govern Retail Sales

Extracts From Dominion Laws With Which Every Retailer Should be Familiar—How Goods Should be Packaged to Conform With Law—Penalties for Non-Compliance

From information secured by a Hardware and Metal representative in interviews with officials of Inland Revenue Department and Department of Justice.

INQUIRIES very frequently reach the office of Hardware and Metal asking for information regarding the law governing sales of such lines as Paris green, wood alcohol, arsenate of lead, ammunition, firearms.

The subjects have all been treated in past issues of this paper, but in this issue a summary is given of practically all legal restrictions which the retailer encounters when selling ordinary hardware lines over the counter. During the past year police authorities and inland revenue officials have been very active in their efforts to enforce the law. A fairly large number of prosecutions have been instituted and convictions secured, resulting in fines being inflicted on those who, in most cases unintentionally have run foul of the law. It is important, therefore, that every hardwareman should acquaint himself with the provisions of the law as outlined in this article. It is also important that clerks in the store should become familiar with the provisions, because the merchant is always held liable for sales made by the clerks.

Name of manufacturer or person putting up the package

PARIS GREEN

POISON

Name and address of retail firm selling poison

How to Sell Paris Green

There is no law prohibiting the sale of Paris green in hardware stores, provided the Paris green is put up in well secured packages, distinctly labelled with the name and address of the person preparing or putting up such packages, the name of the poison, and marked poison.

There is a further provision (sec. 33) of the Act, which requires that when poisons are sold at retail, the package shall bear the name and address of the proprietor of the establishment in which the poison is sold.

Some retailers buy their Paris green already packaged. Others buy it in drums and have it packaged by the clerks. When the Paris green is packaged by the manufacturer, the latter usually has the package stamped in the proper manner. It is necessary, however, for the retailer to add his name and address to the package in order to comply with the provisions of the law.

The accompanying panel shows the information required on a label to be affixed to a package of Paris green, when sold at retail.

There is nothing in the Act requiring a hardware merchant to take the names of persons purchasing Paris green.

Arsenate of Lead Can Also Be Sold

Arsenate of lead, like Paris green can also be sold in hardware stores, provided the packages are well secured, and distinctly labelled with the name of the person preparing or putting up such packages and marked poison. When sold by retail it is necessary to show the name and address of the proprietor of the establishment in which the poison is sold.

Other Poisons

Nothing in the Inland Revenue Act prevents hardware retailers from selling hellebore, tincture of iodine, carbolic-acid, not exceeding a five per cent. solution and London purple, if such articles are put up in well secured packages distinctly labelled with the name and address of the person preparing or putting up such packages and marked poison. It is also necessary when selling these poisons by retail to give the name and address of the retailer.

Name of manufacturer or person putting up poison

WOOD ALCOHOL

POISON

Name and address of firm selling poison

Law Governing Sales of Wood Alcohol

All provinces are included under the Inland Revenue Act, as far as the sale of wood alcohol is concerned. In order to comply with the law, the retailer must affix to all vessels containing wood alcohol a label bearing the words, "Wood Alcohol, Poison," in black letters, not less than ¼ inch in height.

Section 10 of the Act interests the hardware merchant particularly and reads as follows: Any vessels containing wood alcohol, whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words "Wood Alcohol, Poison," in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section, shall incur a penalty of not less than fifty dollars and not exceeding five hundred dollars.

Name of manufacturer or person putting up the package

ARSENATE OF LEAD

POISON

Name and address of retailer selling poison

Retailers should bear in mind that the law calls for black letters on the labels. A Toronto hardware firm was fined some time ago for using red-lettered labels instead of black as called for by law.

In Prince Edward Island wood alcohol is under the ban of the Prohibition Act.

Law Governing Sale of Ammunition to Minors

Selling ammunition to minors under 16 years of age, is in contravention of the Criminal Code Amendment Act, 1913. Section 119 of the Act of 1906, was repealed and the following substituted in 1913:—"Every one is guilty of an offence and liable on summary conviction to a penalty not exceeding fifty dollars, who sells any firearm, or gives or sells any pistol, air-gun, or any ammunition therefor, to a minor under the age of 16 years, unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift, and that he had good

reason to believe that such minor was not under the age of sixteen years.''

Law Governing Fire-Arm Sales

The Offensive Weapons Act, proclaimed April 22, 1911, makes it necessary for all persons who wish to legally purchase a revolver to secure a permit from a duly authorized official. Extracts from the section affecting the hardware trade are as follows:—''Every person who exposes for sale, offers for sale, or sells any bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker, slung shot, or who sells a revolver, pistol or air gun to any person other than one holding a certificate issued under section 118 of the Criminal Code, or one, being over 18 years of age, who produces to and leaves with the vendor a permit in writing, signed by the Superintendent of Provincial Police, or a Chief Constable of a city or town, allowing him to purchase a revolver, pistol or air gun, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor or to both, and the bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the police magistrate or justice and transferred to the superintendent of Provincial Police, or destroyed as such magistrate or justice may see fit.

3—(1) Every person who sells a revolver, pistol or air gun under the provisions of section 1 hereof, without keeping a record of the date of the sale, name of maker, serial number of such revolver, pistol or air gun, and the name, address and occupation of the purchaser, or who sells or exposes or offers for sale any revolver or pistol which does not bear a serial number and the maker's name, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor, or to both, and the revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the police magistrate or justice and transferred to the superintendent of provincial police, or destroyed as such magistrate of justice may see fit.

(2) The record referred to in subsection 1 may be inspected at any time by any peace officer and a copy thereof shall be transmitted by the person making the sale to the superintendent of provincial police within seven days after the 31st of March, 30th June, 30th September, and 31st December in each year. A violation of this subsection shall render the offender liable, on summary conviction, to a penalty not exceeding $50.

Accuracy in Stock Taking

Forms Suggested by an Accountant—A Wrong Accounting is Worse Than None at All—How to Draw up Inventory Statement of Assets and Liabilities.

Written for Hardware and Metal by Norman Lowe.

THE importance of taking a complete inventory, regularly and systematically has been demonstrated time and time again. As a protection against loss in case of fire, the inventory serves a valuable purpose as it is one of the first thing the insurance adjusters will ask for. The inventory may be made up at any time of the year, although it is preferable that it be taken during January, when business is quiet and the stock low. If there are any merchants who have not taken an inventory, right now is the time to get busy, because without one the merchant runs a chance of suffering a severe financial loss as a result of fire.

For those who have not taken an inventory, and need some suggestions regarding the proper methods to pursue the following should prove of interest.

Herewith is reproduced a sample page from a stocktaking book for a small business that has been suggested by an accountant. He advises that a duplicate be made of all stock records so that it can be placed away in the safe and always be available. The blanks ''entered by,'' ''extended by,'' and ''examined by'' are for the initials of the clerk who begins to fill out the sheet, the clerk who extends or finishes it, and the proprietor who examines it before the total is added in with the other totals. The reason for having this information is obvious. A check mark is placed in the left hand column by the proprietor as he examines each of the items recorded.

Merchants in some lines of business employ a loose leaf book indexed alphabetically. A page (or more if necessary), is devoted to the lines beginning with the letter ''A,'' there is another for those beginning with ''B,'' one for the ''C's'' etc. If a page is not large enough for all the goods beginning with a certain letter, the book being loose-leafed, any number can be added.

The chief reason for stocktaking is that an inventory may be made of the assets and liabilities and the surplus or otherwise in the business determined. The table suggested at the bottom of the page is submitted to assist the merchant in getting at that surplus. The assets include cash value of the merchandise on hand; cash value of the fixtures; the cash on hand and in the bank; accounts that can be collected for sure; notes that are good, and cash value of other assets such as horses, etc. It will be noted that real estate is not included in the list.

Liabilities include bills payable, money borrowed for use in the business, and bad depts.

Separate list of real estate assets can easily be prepared and the surplus in business and in real estate totalled.

Inventory of Stock taken in duplicate under date .....

Duplicate sheets left at ..... **Sheet No.** .....

Entered by ..... **Extended by** ..... **Examined by** .....

Check	Quantity	Description	Price	Extension
	3 doz.	.....	$2.40	$7.20
	2 doz.	.....	.90	1.80
	1½ doz.	.....	.90	1.35
				$10.35

This illustration indicates how the stock-taking sheet is made up. The original sheet is about 14 inches long and 8 inches wide.

Business Assets.		Business Liabilities.	
Cash value of merchandise on hand on ——, 1916, at actual cost price:		For merchandise, not due	$ 610.40
Store stock $987.50		For merchandise, due or overdue	206.60
Back warehouse stock... 852.95		Borrowed money for business....	0.00
Cellar stock 416.25		Bad debts	140.00
Total	2,256.90	Total business liabilities	$ 957.00
Cash value of store fixtures.....	650.00	Surplus in business	$3,499.65
Cash on hand	267.50		
Cash in bank	540.00		
Open accounts good	319.85		
Notes good	172.40		
Cash value of other assets:			
Horses, waggons, autos, etc., used in the business	250.00		
Total business assets	$4,456.65		$4,456.65

Suggestion for form presenting the assets and liabilities.

How to Combat Mail Order Houses

Manitoba Merchant Gives His Experience—Quick Turnovers and Smaller Margin of Profits One of Secrets—Merchants Can Buy Together to Advantage—Clearing Out the Slow Sellers.

An authorized interview by a Hardware and Metal representative with E. T. Johnson, of Johnson Bros., hardware merchants, Boissevain, Man.

ONE of the big propositions for the small hardware merchant is to know how best to combat the large mail order houses and hold the trade in spite of the deluge of catalogues which they send out year after year. These catalogues, with their illustrations and complete description of the goods, have often come to be used more frequently than the family Bible. When the children want something new they look it up to see what the department store has to offer. Grown-ups read them over and conjure in their minds for days what an article will look like.

There is a certain glamor about getting these goods from the big city. When the money is despatched through the mails there is a period of delightful anticipation. The high hopes are often rudely dashed to the ground, for the article received often falls far short of what they thought it would be. Invariably the purchaser will "grin and bear it" if the article does not suit. Many times it does not suit. But they do not care to go to the trouble of remailing it, writing a letter to explain why it does not suit, taking them to the post office and waiting through another long period of anxious moments.

So they decide to keep them. If it is a hat that the housewife is buying, it may be a little large in size, but that will not matter. If it is clothing, the impulse is still stronger to make the best of it if it does not fit. If the article were secured from the local merchant, it would be sent back as many times as necessary in order to get satisfaction. The hardware merchant is continually up against the dilemma of meeting this competition. Some of the merchants are meeting it with a fair measure of success.

One of the hardware merchants who has met with considerable success in combating this competition is Edwin T. Johnson, of Johnson Bros., Boissevain, Man. Mr. Johnson was in attendance at the recent convention of the Ontario Retail Hardware and Stove Dealers' Association. He was the only representative of the hardware trade from the prairie provinces to attend the convention. He took a keen interest in the proceedings and an active part in some of the discussions. In an interview with "Hardware and Metal," Mr. Johnson gave his experience with respect to meeting the competition of the mail order houses:

Quick Turnovers Necessary

"It is one of the most serious problems which the small merchant has to face. In my estimation one of the solutions of the matter lies in smaller profits and a greater number of turnovers during the course of a year. If a man turns his goods over but once in a year he naturally wants a larger profit. If he can turn them over four times in a year, his gross profit might even be larger, yet the profit on each particular sale would be smaller. One of the secrets of the mail order houses in making attractive prices on certain articles results from their ability to make quick turnovers. We will take a particular instance. Let us suppose a hardware merchant is satisfied with a gross profit of 30 per cent. on the sale of some article that he ordinarily turns into cash but once a year. Now, providing he can turn that article over four times a year, he could be satisfied with a profit of 10 per cent. on each sale and still have a larger net profit at the end of the year. In doing so on that particular line he may be able to meet the competition of

Store front of Johnson Bros., Boissevain, Man. The left half of the window shows details of the sporting goods window which was dressed for the competition conducted some time ago by a cartridge company.

A number of glass packing boxes were placed well to the back of the window and covered over with ordinary brown building-paper which was then painted a grey stone color, and while it was still wet it was sprinkled with sand, giving it a rock-like effect. Little sprigs of evergreen were arranged here and there over the structure. A number of real stones were then placed along the base, and just in front of these a number of pieces of shock mirror, forming a small lake about 12 inches wide by 5 feet long, wider at the left-hand. The bottom of the window was then covered with green sweeping compound representing grass, and a quantity of crushed oyster shell was sprinkled around the edge of the lake, forming the beach.

At the left-hand side of the rock structure and well to the back of the window, a piece of beaver board was placed (size about 4 feet by 3 feet) and on the face of this was pasted part of clipping from a mountain scene, with pine trees in the foreground. A 2-inch hole was cut through the beaver board just even with some of the tree tops. A piece of red paper was pasted over the back of the hole and the trade-mark of the cartridge company placed in the centre of this. A light was placed behind this to act as a night attraction. The branches of the tree tops were left intact in the picture to give it the effect of the moon setting down amongst the hills and behind the trees.

To the right side of the window and just where a recess occurred in the rock formation a small tent was erected, and a sign on the side of it read: "Johnson's Camp. We Use ——— Ammunition." At night this was lighted by an electric light showing up the sign very nicely. Upon the beach near the tent lay a small birch-bark canoe, and a toy mule stood nearby with two boxes of cartridges hung over his back. Some tufts of real grass, and toy geese, completed the left-hand side of the window, and a number of boxes of cartridges, a gun, hunting-knife, belt and thermos bottle completed the right side.

the mail order house. I endeavor to make a judicious selection of those lines best suited for the trade. I believe in carrying light stocks of the shelf goods and in watching the market for the best time to buy. Experience has taught us that by careful watching of the stock you can minimize the capital in the individual lines and make more money from rapid turns of this capital than by depending on larger gross profits.

Pays to Watch Market

"In the buying of particular lines of staple goods I find it an excellent plan to watch the market and buy in fairly large quantities. By following out this method our firm has been able successfully to meet the price of the mail order houses on staple articles. There is a considerable demand for woven wire fence through the prairie provinces. We bought it in carload lots and at a favorable time, and have been able to hold this trade in our district. Mail order houses are continually using the staple lines as a bait to sell their other lines. The merchants of this country have to meet their price or lose the sale of the more profitable lines. To be a successful merchant to-day one must learn to balance his stock with profitable lines to compensate the loss on staples and closely marked goods.

"Through the medium of special sales we have been able to show our customers that we are alive in our methods. This enables us to clear our shelves of certain articles which might otherwise remain there until they become shelf-worn. It is better for a merchant to sacrifice an article sooner than late, once it shows signs of becoming a shelf ornament. If there is going to be a loss of profit he might as well accept it as soon as possible. His capital tied up in the article can thereby be turned back into other goods that will be saleable at a profit.

Uses Local Papers

"A faithful use of the advertising columns of the local paper is also made use of. We make it a habit to change our advertisement weekly. We endeavor to make it worth while for our customers to read it. Any specials which we may decide to write off we keep before the people. Inside the store these articles are placed in an attractive and prominent position. These methods we find keep us well before the people of our district. They come to have confidence that our goods are not shelf-worn. These are two very essential details to the combating of the mail order houses; namely, quick turnovers and buying at an opportune time and in quantities sufficiently large to get a good price.

"And along the line of buying in large quantities. Hardware merchants in a particular town or district would do well to get together in the purchase of their goods. There are a few lines which they can buy in larger quantities, get a better price, and make a turnover quicker than by sending in their orders separately. United we stand: divided we fall before the crushing weight of the big mail order houses. Co-operation is needed among members of the trade. Cut-throat competition is getting hardwaremen farther and farther into difficulties. They can remedy this condition to a large extent by coming together in a friendly way and talking over the matter of prices and where feasible by buying their goods together.

"Merchants throughout the country would be wise to eliminate as far as possible the duplication of stocks. In many towns in the North-West there are from three to five hardware stores doing the same business that should be done by two or three, or in most cases one. These hardwaremen are depending on large profits and slow turns, where they should be getting their gross profits from small margins and quick turns. As a consequence the consumer is suffering from high prices and the merchant from inevitable bankruptcy."

New Regulation Affects Hardwaremen

Workmen's Compensation Act as Applied This Year Will Affect Majority of Merchants in Trade—Question of Medical Fees a Discussed Point—Decrease in Assessments For 1916*—New Regulation Respecting Tinshops*

From information secured by Hardware and Metal representative in an authorized interview with officials of the Workmen's Compensation Board.

THE new regulation respecting tinsmith shops under the Workmen's Compensation Act will affect many more hardwaremen this year than it did last year. The removal of the number limit of employes will operate to bring this about. Now that the Act has been in operation for a little over a year considerable interest has been aroused as to how the Act has worked out. Both from the standpoint of the employer and the employe it has met with favor and the results of the first year's work prove the wisdom of enacting such a measure. There is one particular in which it is urged in certain quarters that the law should be amended. The Act as it stands at present, makes practically no provision for medical assistance, which the injured employe may find it necessary to have. Under the present scale of compensation the ordinary workman finds this burden bears somewhat heavily on his pocketbook. According to the provisions of the Act he is not entitled to more than 55 per cent. of his average yearly earnings—in case of injury. If he sustains a serious injury the matter of medical fees is considerable. Whether the employer should also be asked to pay the medical fees is a question which has yet to be settled. It is possible that representations may be made to the Legislature by the medical societies having in view an amendment of the Act with respect to such assistance.

New Rates Show Decrease

The new assessment rates for the employers are likely to show on the whole a decrease this year. Last year employers were assessed all the way from 30 cents to $10 on each $100 of wages paid, according to the hazard which that industry was deemed to have for the employe. The rates as assessed last year were found in many cases more than sufficient to meet all exigencies and where there is such surplus it is expected that the board will reduce the amount of the assessment for the year 1916 accordingly.

It is the purpose of the board to strike a rate each year that will be considered sufficient only to meet all the requirements of the Act. If at the end of any year it is found that a lower rate would have sufficed this advantage is given to the employers in the shape of reduced rates the following year.

Balancing of Assessments

It may happen that an employer has paid a larger assessment at the beginning of the year than he should have done. This may occur through his sending in an excessive estimate at the beginning of the year of the wages likely to be paid to all his employes. During

the year he may find it necessary to reduce his working force. At the end of the year the completed returns of the actual amount of money paid out in wages are required to be sent to the board. If he has paid too much he will be credited with a balance, which will be deducted from the amount he will be required to pay to the board for the following year. But if he has not paid enough he is required at the end of the year to make up the difference. In case a firm goes out of business during the year a refund will be made of the excess assessment based on the wages actually expended.

Where Hardwaremen Are Affected

One of the regulations in which hardwaremen will be interested is Regulation 44, which provides that where "each of the following industries when carried on as part of, in immediate connection with, and for the purpose of an exclusively retail store is excluded from the operation of Part 1, namely: "Among these various industries is included that of tinsmithing." Regulation 46 last year provided that "where less than four workmen are usually employed therein, each of the following industries, when not incidental to an industry under Schedule 1, is withdrawn from the class in Schedule 1, in which it would otherwise be included." Included in this number are tinsmith shops. This last mentioned item was repealed at the beginning of the year, and the regulation as it now stands provides that where a tinsmith shop is carried on in connection with a retail hardware store that shop does not come under the provisions of the Act if the work is only of the nature of repair work done on the premises. If, however, the tinsmith work of such employer is such as the installing of furnaces or plumbing work or the putting on of eavetroughing, in the purusuit of which the employe is required to go outside of the premises to do the work, such employes come under the provisions of the Act. The hardwareman is then considered an employer of a certain class of labor and must make his returns of wages paid and bear his share of assessment the same as any other employer. It does not matter if he employs only one man on this class of work, he must pay an assessment on the wages paid to that one man. As this will work out it will possibly mean that the majority of the hardware stores of the province will come under the workings of the Act. By the regulation for the year 1915 tinsmith shops did not come under the workings of the Act where less than four workmen were employed. This number limit of workmen employed is removed. Even one, two or three workmen so engaged to do outside work for the hardwareman are considered within the scope of Schedule 1 of the Act. The number limit is also removed from machine shops and cabinet shops.

Provision for Casual Employe

The question of the casual employe has been more or less perplexing to employers who are interested in the Act. A casual employe the Board interprets as one who is hired to do work not within the scope of the immediate business or calling of the employer. For instance, a man engaged in the manufacture and printing of books may ordinarily employ a working staff of twelve men. If a rush of work comes and he is compelled to put on an extra man for two or three days, that man is not a casual employe. If he is injured while at his work he comes under the protection of the Compensation Act, just the same as if he were a regular employe.

Take another instance. A man may be engaged in the construction of roads. He will employ a gang of men for this purpose. He may have a fire at his home which burns a hole in the roof of his house. A laborer may be employed for a few hours to make necessary repairs to the roof. But that laborer would not be entitled to the protection of the Act as he would be considered a casual employe—that is one employed in a line of work which is not the usual or customary work of the employer.

When an Employe Is Employed

An interesting point has been raised as to when an employe is actually in the employ of a company or employer. The board interprets a man as coming under the workings of the Act as soon as he gets on the premises of the employer, or when the employer supplies the means with which the workman gets to his work or to the premises of the employer. This latter case would arise in the case of logging companies or mining concerns who perhaps have short lines of railway running to their property on which the workmen ride. The moment a workman starts at work for his employer he comes within the protection of the Act.

Soldiers on Duty Not Included

Men who have enlisted and are now serving abroad or in the army in Canada and who in the meantime may be carried on their old employers' payroll at part time, do not come under the protection of the Act. If injured or if death occurs their next of kin will not benefit through the Compensation Act. They would not be considered as injured in the course of an employment under the Act. They would, therefore, be excluded from participation in the benefits distributed by the board. It follows, of course, that wages paid to such absent soldiers should not be included in the return of wages sent in to the board.

Where deliverymen are engaged in the various trades or industries for which an assessment is made by the board on behalf of the compensation fund they will also be considered as employes. If they are injured while engaged as deliverymen for that particular industry they will participate in the benefits. As an instance, a deliveryman for a tinsmith shop, which comes under the workings of the Act will be entitled to benefits, but if the deliveryman is employed exclusively by a retail or a wholesale store he does not come under the classifications which participate in the benefits.

If Employers Not Strong Financially

Employers under such classifications as railways, telephones and telegraph companies and steamship companies are placed under Schedule 2 of the Workmen's Compensation Act. Under this schedule all employers are held individually liable for the payment of compensation to their employes in the event of injury or death. A question has been raised as to the probability of some of these employers being unable to pay the compensation. It is considered, however, that there is small probability of this arising. The employers under Schedule 2 will, for the most part, be large corporations. However, should it happen that a company in Schedule II. should be financially incapable of meeting its obligations the workman would suffer if provision had not been first made compelling such company to insure.

Summary of Act

Some of the main provisions of the Workmen's Compensation Act are here briefly summarized:

1. The old defences of common employment and voluntary assumption of risk are no longer applicable. The only cases in which compensation is not payable, provided the accident arises out of and in the course of the employment, are where the disability lasts less than seven days, or where the accident is attributable solely to the serious and wilful misconduct of the workman and does not result in death or serious disablement.

2. An employer may carry himself on his wage list at a reasonable salary, not exceeding $2,000 per annum. If he makes return to the board accordingly he or his dependents will be entitled to compensation the same as in the case of an ordinary workman.

3. Workmen suffering from certain industrial diseases mentioned in Schedule III., who are thereby disabled from earning full wages, come under the protection of the Act the same as if it were an accident.

Scale of Compensation

4. (a) If accident results in death the

widow is entitled to a payment of $20 a month during life or widowhood.

(b) If a widow and children are left the widow is entitled to $20 a month and $5 a month for each child under 16 years, but not to exceed $40 in all.

(c) If only children are left the payment is $10 a month for each child under 16 years, but not to exceed $40 in all.

5. In no case is the compensation to exceed 55 per cent. of the workman's earnings, and in no case are the earnings of the workman to be reckoned at more than $2,000 a year.

6. Expenses of burial, not exceeding $75, are also to be paid.

7. When a widow marries again the periodical payment ceases, but she is entilted within a month after her marriage to a lump sum equal to two years' payments.

8. When the workman is only partially disabled he is entitled to 55 per cent. of the impairment of his earning capacity.

9. The employer must notify the board within three days of any accident happening to a workman in his employ.

10. A person letting work to be done by contract is responsible for seeing that the contractor and any sub-contractor pay their proper assessment. If he fails to do so he is himself personally liable to the board for it.

11. Employers in the different industries may form themselves into an association for accident prevention. When their rules to this end are approved by the board and the Lieutenant-Governor in Council they shall be binding upon all the employers in that class. They may appoint an inspector and his salary may be paid in whole or in part by the board.

12. It is not lawful for the employer to deduct from the wages of his workmen any part of the sum which the employer is or may be liable to pay as compensation.

13. The board may require an employer who is individually liable to pay the compensation to insure his workmen and keep them insured against accidents, in a company approved by the board for such amount as the board may direct.

14. Where a great number of accidents has happened in any industry that in the opinion of the board ought not to have happened the board may add to the amount of any assessment for which an employer is liable such a percentage thereof as the board may deem just.

15. The board may withdraw or exclude industries in which there is not more than a stated number of workmen and may afterwards add them to the class or classes from which they have been withdrawn.

16. Every employer must yearly prepare and transmit to the board a statement of the amount of wages earned by all his employes during the year then last past, or any part thereof specified by the board and of the amount which he estimates he will expend for wages during the then current year or any part thereof specified by the board.

17. If the employer does not comply with the foregoing provision he is liable to and may incur a penalty not exceeding $500.

18. If for any reason an employer liable to assessment is not assessed in any year he shall nevertheless be liable to pay to the board the amount for which he should have been assessed, and payment of that amount may be enforced in the same manner as the payment of an assessment may be enforced.

19. All wholesale and retail mercantile businesses are excluded from the operation of Part I.

Avoid the Co-Insurance Clause

Need for Expert Advice—Co-insurance Clause Plays into Hands of Companies—Merchant Should Notify Company in Writing in Case of Fire—Desirability of Eliminating Unnecessary Permit Clauses

Written for Hardware and Metal by J. O. Garfield.

MERCHANTS are just beginning to realize the necessity of taking a live interest in the matter of fire insurance. In the past they have for the most part been somewhat indifferent about the subject. They treated the insurance companies with too great a trust—put too much faith in their good intentions. When a fire came they realized that the company was out to do for itself the very best it could. If a few dollars could be whacked off here and there from the amount they would be called upon to pay they were on the job to do the whacking. It was a business proposition with them. They will pay out as little cash as possible. They are not handing over the keys of their treasury to the man who may be unfortunate enough to have a fire. The attitude the company sometimes assumes when a fire occurs is: "Another fire, eh? Well, here is where the wolves will want to replenish their larder from our storehouse. Guess we better lock up the safe." And they proceed to lock up the safe. In some cases a crowbar or a charge of nitro-glycerine would scarce avail to open it. When the merchant comes to examine his policy he perhaps finds an interpretation placed on it that he had not expected. He had been too indifferent about the whole matter. He formerly looked on the insurance company as a sort of big-brother philanthropist, and treated them with a child-like trust and simplicity. "I have my policy. I can hold them to the terms of that," he assured himself and let the matter rest there.

That is the trouble: he takes too much for granted, and when the policy comes to be interpreted he often finds it is other than he supposed it was. Against the merchant is pitted some of the keenest brains in the insurance business. It is their business to see that their interests are looked after . That is what they are paid for. They are paid to make the business of insurance pay for their companies. It would not be good business policy on their part to turn over the keys of their treasury to all who may happen to have a policy with them. When a fire comes they immediately become of the Missouri type: "Show us why we should pay—and, of course, we will pay. But until you do—nay, nay."

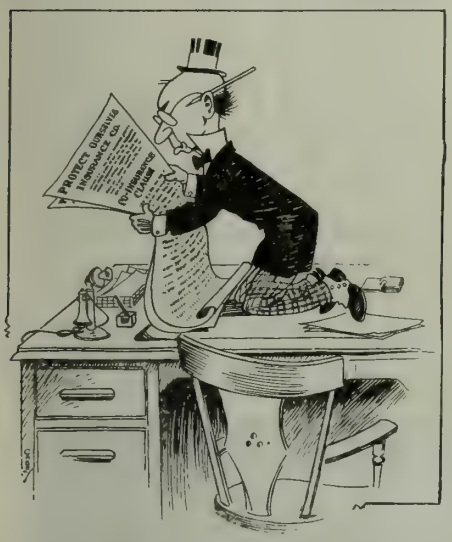
It is good business policy then for the merchant to have some one examine his policies who knows as much about insurance as the men who sold it to him. Services of such men can be secured. They are known as adjusters, and act independently of the insurance companies. They are men who have made a study of the insurance game. One of the delegates at a recent hardware convention expressed the matter succinctly when he said: "I think our policies should be placed in the hands of some one who knows more about the insurance business than we do. Our business is the conduct of a hardware business. We do not profess to have anything but a meagre knowledge of the insurance game. It is good business policy on our part to see that our interests are safeguarded. We can often save hundreds of dollars by getting this advice at the right time. It should not be left until after the fire. The time to get it is be-

fore the fire." But retailers should be careful that the adjusters are competent.

Should Notify Company of Loss

An expert on the insurance business states that one of the first things a merchant should do is to notify the company of loss. This, of course, should be the first precaution after the very necessary step of seeing that the policy is all right and that the company is a reliable one.

Some merchants have found to their financial loss that notification to the agent of the company is not sufficient.



The services of an expert, who will minutely and painstakingly examine the policy, should be secured.

The law requires that notification must be sent to the company in writing. Notice from the agent in your own town is not considered notice from the one insured. There are a few very essential points that the merchant should observe in order that his case may get a hearing at all. This is one of them. If a company is not notified that there has been a fire, can it be presumed that they know? This is a matter that it does not take an expert insurance adjuster to attend to. It can safely be left in the hands of the merchant. But it is very necessary that he know the requirements of the law with respect to the matter.

Save Everything Possible

It has been the custom of many merchants in the event of fire to walk out of their stores and leave the goods. They were of the opinion that their policy protected all their goods, whether damaged or not. An expert on insurance recently pointed out that the policy covers only the actual loss on goods. He is of the opinion that a merchant should take every possible precaution to protect his goods. It is advisable that he assist in every way to get the goods out of the burning building. It is wrong to presume that the insurance companies want the goods. They do not. The merchant, if he is wise, would save as much as possible. Any goods that are damaged or stolen after they have been removed would then be chargeable to the insurance company.

Danger in Co-Insurance Clause

A particular which very often results in disaster for a merchant is the insertion of the 80 per cent. co-insurance clause. Too much care cannot be taken by a retailer with respect to this clause. Some experts advise having it cut out altogether. They point out that it is one of the biggest assets which the insurance company has.

The co-insurance clause is a contract by which the insured agrees to keep insured to the extent of at least 80 per cent. of the value of the property. If he fails to do so, he himself must stand for any loss which would have been paid through the insurance he should have carried in excess of the amount he actually did carry.

As an instance. A merchant has a thousand dollars' worth of stock and insures it subject to this 80 per cent. clause. Later in the year his stock increases to $1,500, but the merchant neglects—perhaps only for a day or two—to increase his insurance. Then the fire comes. The loss and damage amount to $600. The merchant, under the co-insurance clause, should have had insurance to the extent of 80 per cent. of $1,500, or $1,200. Instead of that he has only 80 per cent. of his original $1,000, which is $800. The insurance company, therefore, according to the terms of the clause, is only compelled to pay eight-twelfths of the loss of $600, equalling $400. The merchant must himself stand the other four-twelfths of the loss, $200. That is, the company will pay only the same proportion of the loss that the insurance carried bears to the value of the property.

Of course, one of the inducements held out by the insurance companies for a policy with a co-insurance clause is a lower rate. The chances for them to be the winners through the clause are by far the greater. It is usually in that odd day or two before the merchant places the additional insurance that the fire occurs. Straight insurance may be a little higher in cost, but there is greater security in it. The co-insurance clause is possibly all right if a fire never occurs. But then who can tell when the fire is likely to occur?

Policy in Broad Terms

Merchants should see to it that their policy does not name articles too specifically. It should be broad and general in its enumeration of the stock insured. A clause, such as "goods, wares and merchandise, and such articles, as are commonly carried in a general hardware business," is the best specification. There is always a chance that the insured can be tripped up when there is an attempt made to cover all the articles minutely.

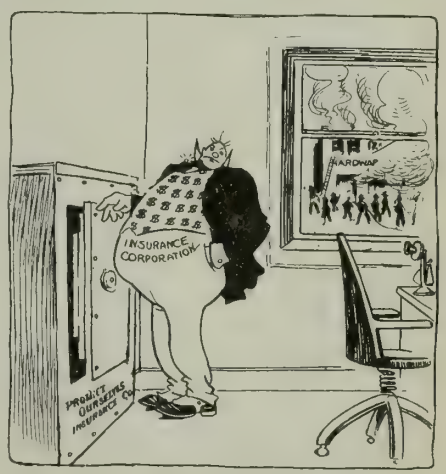
Minimize Number of Permits

It is a good plan to keep the number of permits named in the insurance policy down to the minimum. Only where there is a contravention of the insurance law in the keeping of certain goods is there necessity for securing permits from the company. The merchant should take the trouble to find out just what he is allowed to keep on his premises without a permit. As an instance, the insurance law provides that he shall not carry more than five gallons of coal oil without a permit. It is also necessary to have a permit to carry more than five gallons of lubricating oil. The merchant is advised by experts not to have a large number of permits inserted in his policy. Only those that conflict with statutory provisions should be provided for. Some of the things for which he should make provision are:

(1) If a dealer keeps coal oil or lubricating oil in quantities exceeding five gallons.

(2) Any quantity of gasoline and benzine kept on the premises must be set forth.

(3) If any of the store furnishings, such as cash register and other articles of a similar nature are held under a lien or agreement of sale the policy should read: "In the event of the property hereinbefore mentioned being held under



The average hardwareman takes it for granted the company will say: "Another fire, eh? Well, here is where the wolves will want to replenish their larder from our storehouse. Guess we better lock up the safe."

royalty, lien, or sale agreement, this insurance shall be held to cover the vendor and vendee."

(4) The question of the dealer's title to the property or stock should be looked after. A clause should be included which will read, with respect to the property, "owned or held in trust," or "on consignment."

Making, Beveling and Silvering Glass

Glass Passes Through Many Processes After it Comes From Factory—Description of Processes, Together With Manufacturing Methods—Continuing the Series of Articles on "How Hardware Goods Are Made"

From information secured by a Hardware and Metal representative in an interview with E. A. Hill, of the Toronto Plate Glass Importing Co.

GLASS is one of the important commodities with which a hardware merchant has to deal. The handling of glass enters largely into his daily work. It presents problems which are often perplexing to the merchant. Broken glass is one of the bugbears which makes many a hardware merchant lose much good sleep. This constant breaking of glass is held by some to be one of the chief "leaks" in the hardware business. Not alone does the merchant break his fair share but his clerks take a hand at the breaking process. It is not of their own volition that they engage in this smashing of glass. Apparently in spite of their best efforts the glass will break. It is a constant care at all times by the hardwareman to see that his breakage is kept down to the minimum.

Figuring as it does so largely in his daily cares, glass is naturally a topic of more than passing interest. As yet there is only one glass manufacturing plant in Canada, namely, that of Pilkington Brothers at Thorold, Ont. In this plant only the sheet glass is manufactured. The making of plate glass has not yet been undertaken. In the past there has been a dearth in Canada of the proper kind of sand or silica for the making of glass. There may be plenty of this material in Canada, but exploration as yet has not brought it to light.

Glass Imported From U.S.

There are a number of firms who import the glass and do the finishing work such as cutting, beveling, silvering and bending, together with the putting together of art glass designs for windows of various kinds. One of these firms is the Toronto Plate Glass Importing Company. A trip through their factory on the Don Roadway brought out many interesting details.

Prior to the outbreak of hostilities most of the glass was imported into Canada from England, Belgium, France and Holland. Since this source of supply has been shut off the imports have come largely from the United States, principally from Kane and Pittsburg in Pennsylvania and Rossford, Ohio. Glass is manufactured from silica, which is a peculiar grade of sand adapted to the manufacture of glass. The other principal ingredients are potash, lead and charcoal, the latter substance being used to purify and crystallize the glass.

How Plate Glass Is Made

In the manufacture of plate glass these constituent elements are placed in large metal pots to be melted and dissolved into a liquid state. It is allowed to remain under the fierce heat from a coke furnace for a period of eighteen hours. Each one of these pots contains sufficient of the liquid glass to make one of the largest size plates. When sufficiently cooked the glass is poured on a large steel table along the sides of which is a steel bar which gauges the thickness of the glass. At one end of this table is a huge metal roller. The glass is in a taffy or dough-like state when poured on the table.

Plate Glass Is Rolled Out

The great roller is pushed along over the glass and flattens it into the mold. When in this rough state the plate is about a half-inch in thickness. It is afterwards ground and polished to a quarter-inch thickness. From the mold the sheet of glass is shoved off into what is known as a "leer," which resembles a large chimney lying flat instead of being upright. In this leer the plate is allowed to cool gradually by being shifted along from the hottest end, where it is heated by a gas flame, to the cooler end which has no heat.

From the leer the plate goes to the cutting table where the edges are trimmed to the proper size. It is then shifted to the upending table. All of the large plates of glass must be turned on edge when they are to be carried. If an attempt is made to carry them flatwise the weight of the glass will break the plate. A special table is made the top of which can be turned up edgewise, while the plate is lying thereon. It is then carried to the grinding table.

Grinding Glass to Proper Thickness

This table is of enormous size, sufficiently large to carry a number of the largest sized plates. They are embedded in plaster of Paris. Two great grinding rollers made of steel are placed to grind from the upper side. On the lower side of the plate there is one large steel roller which is in the form of a revolving table. The two steel rollers on the top revolve in opposite directions from the bottom table. Sand and water is kept running on the surface of the glass and with the action of the grinding wheels carry out the first step in the process of reducing to the proper thickness. The plates are then shifted to another set of grinders where the operation is repeated with emery dust and water as a grinding material. The third operation in the grinding is done with pumice stone and water and the final operation is with rouge on felt polishing wheels. Rouge is red oxide of iron. This completes the polishing process and the

Plate glasses for mirrors being ground in the beveling process.

plate is then at its proper thickness of a quarter inch.

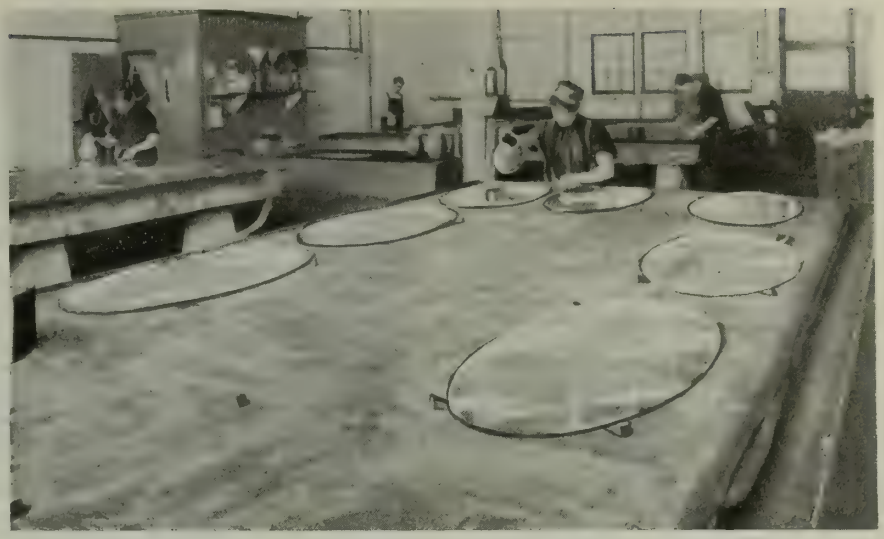
Sheet Glass is Blown

The process of manufacturing sheet glass is an entirely different one from the manufacture of plate glass. The same materials are used and are prepared in the same way as the plate glass materials. When in the molten state an iron ring is dropped in and this cools a sufficient amount immediately surrounding the ring to give a firm pulling centre. Hooks on the side of the ring are attached to machinery which commence pulling the glass upward. The form of glass looks identically like a great bottle. It is perhaps 15 to 20 feet in length and about three feet in diameter. Through the opening at the neck of the bottle compressed air is forced in, which gives the bottlelike form to the glass. The thickness of the glass is regulated according to the time it takes to draw the bottle-like structure upwards.

Cut Glass by Electric Wire

The bottom of this big bottle is then clipped off from the main mass of glass by the use of a pair of shears, and the soft ends are drawn together. This great cylinder of glass is then placed on a frame in a horizontal position after if has cooled. At intervals of five feet an ordinary copper wire is run around this glass cylinder and drawn tight. These are charged with an electric current until they become red hot. By the touching of the wire in one spot with a cold screwdriver which the workman moistens the wire cools quickly and the contraction of the wire causes a clean cut all the way around the glass cylinder.

These sections of glass are five feet long and in a cylindrical form. A hot iron is then drawn across this cylinder and the glass is cut in one place. It springs into a shape like a starched collar. In this form it is placed in a kiln and heated to the point where it will flatten out. It never lies perfectly flat but has a slightly concaved surface. All sheet glass will have this slightly concaved surface. When it cools it is cut to stock sizes and packed for shipment.



Silver plating oval mirrors. Nitrate of silver is being poured over the sensitized surface of the plate glass.

Applying the preservative after mirrors have been silver plated.

Examining and cutting large plates of glass. A straight-edge is used to guide the cutting-wheel. The straight-edge is then placed under the glass at the cut. Pressure is put on the end of the plate and the cut is made clear and sharp.

Making of Mirrors From Plate Glass

In the making of mirrors the plate glass is cut to the proper sizes and shapes with the assistance of patterns. The ordinary steel wheel cutters are used.

When the plate is cut to the various shapes for mirrors such as ovals, squares, oblongs and other shapes they are passed along to the beveling room. Here the first process is to smooth one edge with the roughing tool and slightly chip the side that is to be beveled with the same instrument. This helps the beveler to get his work started. The first process in grinding is on a steel wheel which is kept moist by a mixture of sand and water. From there it goes to another steel wheel and is ground still further with emery dust and water. The third process in the grinding is on an ordinary sandstone, which is called the smoothing mill. The polishing process is done on a wheel made of boxwood over which pumice and water is kept running. The finishing process in the polishing is done on a buffer made of felt on which rouge is used. The entire surface of the mirror glass is then polished with rouge and felt blocks on a spinning wheel.

Ready for Silvering Process

From the spinning wheel the mirror plate goes to the silvering room, afer it has been thoroughly examined for flaws of any kind. It is washed with distilled water and sensitized with a solution of tin which makes the silver adhere to the glass more readily. When thus prepared it is placed on a large table covered with blankets and which is heated to a certain extent by the use of steam. Nitrate of silver is poured over the face of the glass from a pitcher. Being in the liquid form the silver finds its way to every part of the surface. With the effect of the heat the silvering first takes on a dark steel color, then changes to a tar-

nished silver color, then becomes yellow almost like gold and by the time the process is complete and the surplus liquid is poured off the glass is of the bright silver shade. The mirror is allowed to remain on the silvering table for about fifteen minutes. The coating of silver is very thin and can easily be scraped off with the finger-nail.

Shellac Protects Silver

After the silvering process is complete the mirrors pass to the adjoining room where the back is first given a thin coating of shellac and allowed to dry. This is done for the purpose of protecting the silver. As a dobule protection an outside coat of pure red lead is painted on. They are allowed to remain a day in the drying room, then are cleaned with a damp cloth, rolled in paper and packed in boxes twenty to each.

Art Glass Work

A very important part of the activities of a large glass concern is the art glass department. Here a large stock of the various shades of glass is kept. The colored glasses are mostly all made with the use of chemicals. In the ruby glass the color is obtained by mixing in some pure gold. Cobalt blue is obtained by adding the cobalt metal. An artist designs all the various patterns. He makes a drawing and indicates the number and shade of the glass he desires. Another man cuts the glass and arranges the pieces according to the specifications on the drawing. These pieces are then laid together on a work table with the aid of the lead frames. When the design is completely laid out the lead sections are soldered together and a cement run around the glass in the frame to keep it securely in place. Copper frames

Arranging and cementing art glass designs.

are used on some of the better classes of art frames.

Many Different Kinds of Glass

In addition to the art glass, plate glass and ordinary sheet glass there are numerous other kinds of glass, such as the wired plate glass, which is used largely in skylights, elevator fronts, factory window. Ordinary chicken wire netting is molded into the centre of the glass and prevents the glass from falling out should it become cracked. Then there is the prism glass for the purpose of reflecting light into the interior of buildings from alleyways and light wells and other places where it is difficult to get a direct light ray. Also there are the figured rolled glasses made in many patterns and used as decorative glasses.

Bending of Glass

One of the most interesting processes in the manufacture of glass is the bending of sheets to the various shapes required in the trade. There are the bent plates used in china cabinets, book cases and cabinets of various kinds. There are the convex ovals used for picture frames, and there are the large bent plate glass fronts for stores.

The glass is bent with the aid of the hot flame from a coke furnace. Molds of the desired shape are placed on trucks in the section of the furnace where the hot flames can lick up its rigidity and cause it to be limp "just like a banana peel," as the hardy son of Italy might say. The man who operates one of these bending furnaces places the flat sheet of glass into the furnace on the end of a long ladle. He allows it to become slightly warm before placing in the mold. In about three minutes' time the glass will begin to sag and conform to the shape of the mold. With the assistance of a long wooden brush he helps the pliable glass to conform tightly to the mold. The little truck carrying the mold is shunted to the back of the kiln and from there the operator lifts the glass to the leer where it gradually cools. The glass is all handled by the workman with his series of long tongs and paddles. The deftness with which he operates these reminds one of the careful hands of a woman when handling her expensive chinaware.

Sizes and Weights of Plate Glass

The sizes of plate glass range all the way from 200 inches in length by 123 inches in width to plates 12 inches by 12 inches. The largest plates would therefore be approximately 16½ feet by 10½ feet. Quarter-inch plate glass weighs four pounds to the square foot.

Racks for storing large sizes of plate glass. Some of the plates are 200 x 123 *inches.*

Digby, Nova Scotia

Hardware and Metal,

Toronto, Ont.

Your letter and information of Feb. 23 to hand, and we wish to express our thanks for the same, as you have taken a great deal of trouble in looking up the matter for us. We have taken Hardware and Metal for some years and consider that we could not get along without it and its services.

Yours very truly,

DAKIN BROS.

How to Cut Glass Properly

Hardware Merchants Can be Relieved of Jinx by Observing Proper Precautions—Glass Should be Cut Along Hollow or Concave Side — Taking Care of Cutter

Based on an interview by Hardware and Metal representative with the manager of a large glass supply house.

AT the recent convention of the Ontario Retail Hardware and Stove Dealers' Association, a question was asked as to what was considered the biggest "leak" in the hardware business. One member had experienced a serious "leak" from oil barrels in his storage room. Another member thought one of the biggest "leaks" resulted from the breakage of glass which is constantly going on around a hardware store through the work of inexperienced juniors. "Clerks will hide the glass when they break it," said one of the members at the convention.

Lifting a large plate from the upturned table. All large plates are carried on edge. The weight of the glass would break itself if carried flatwise.

But it is not through the clerks alone that there is a big loss in the breakage of glass. Hardware merchants themselves very often do not understand the right way to cut glass. In consequence their loss during the course of a year from this source is considerable. They have never had an opportunity to learn the right way. The process is a simple one. Once it is mastered the thinnest sliver of glass can be split from a sheet without danger of "running out."

"We once lost a customer because he thought the fault was in our glass," said a representative of one of the large Toronto importing houses. "He went to another firm for his glass, but found he had the same difficulty. As a matter of fact most of the glass importing houses get their supply from the same manufacturers. If a man cannot cut the glass of one importing house it is safe to say he will find it just as difficult to get along with the glass of other dealers. We finally got him back as a customer, but it was only after we had given him the instruction that set him right in the way of cutting glass."

Sheet glass should always be cut on the hollow or concave side. One can easily tell the concave side by holding the glass up and glancing down the edge.

In the manufacture of sheet glass it is first made into a cylindrical form that resembles a huge bottle. This great bottle, which is from fifteen to twenty feet in length and about three feet in diameter, is cut into sections five feet long. These sections are split open at one point by drawing a hot iron across. They are then laid on a mold and flattened by means of heat from a coke furnace. It is never possible to make them exactly flat. The sheets are slightly concave.

There is greater resistance on the convex side than on the concave side. This accounts for the cut "running out" and invariably a spoiled sheet, if the cut is made along the convex side. The representative of the importing firm demonstrated the ease with which glass can be cut when the right method is followed. Strips from an inch to one-eighth of an inch were stripped off when the cut was made along the hollow or concave side. When it was attempted along the convex side of the glass they invariably failed. It was somewhat marvellous to see the long slender strip of glass of one-eighth of an inch in thickness and three feet long come peeling off. One would almost imagine that a strip was being ripped from a slippery elm tree.

But it is very essential that the cutting tool should be in good shape also. If a cutting wheel is used care should be taken to see that it does not get dull or that the bearing in which it runs does not become worn. If the cutter becomes dull it will skip in places. These little skips are the danger places that cause the cut to run out.

If a good wheel cutter is kept in good repair it will cut as many as 2,000 lights without showing signs of wear. With constant use they have been known to do good work for two to three months. It is very necessary that the little wheel be kept oiled. If the cutter is kept covered in coal oil when not in use it will always be in proper shape when needed. There will never be danger from the wearing of the bearings of the wheel. When it begins to show signs of dullness it should be relegated to the scrap heap or the wheel should be sharpened.

Two points are to be remembered and with these in mind one serious leak in the hardware business should be greatly minimized:

First, cut the glass on the hollow or concave side.

Second, always keep the cutting tool in good shape.

It is well to practise on a few strips until one becomes thoroughly conversant with the proper side on which to cut the glass.

When the importer demonstrated the way glass acted if cut on the convex side, it was an easy matter to see why so much glass is broken by hardwaremen. Invariably the cut would break out to the edge. When an attempt was made to straighten out the cut by starting at the opposite side the cut would in many instances run in and spoil the entire sheet.

Color Card a Valuable Article

Proper Use Should Mean Increased Business for the Paint Retailer—Are Prepared at Great Expense by Manufacturers and Contain Most Valuable Information from Experts—How Cards are Made.

Written for Hardware and Metal by A. E. Johnson.

"WHAT is the reason that some dealers in paints do not appreciate the value of the color card?" was asked the manager of a well-known firm of paint manufacturers. "Simply because they get them for nothing. If we charged the dealer for the cards they would be more careful of them and make better use of them. It is the same with all the advertising matter of the paint manufacturers.

"Some of the color cards cost the manufacturers on an average about four cents apiece. Yet they are treated as so much junk by some of the dealers. There seems to be a great lack of appreciation on the part of the retailer.

Gave Them to Children

"There was one dealer in particular who seemed to be using a large number of these color cards," said the manager of another paint company. "We were curious to know to what use he was putting them. We made it our business to send a man around to make inquiries. 'Oh, we give them to the school children to play with. They like the colors to cut up.' And so we have found to be the case with many retailers.

"There was one dealer, for instance, who supplied the local baseball team with some caps which were intended to be distributed among the painters and men of the town who were likely to become users of the paint. These caps cost in the neighborhood of five cents each, and were of very good quality. 'Send us some more caps,' came the rush order. 'They're going like hot cakes.' We were naturally curious to know what he was doing with them. He informed us that the high school baseball team had considered them the proper caper and had grown very enthusiastic over them. So the caps were placed to some use, but in a way that could not possibly bring any increased businesses to the retailer or the manufacturer."

Information in Folders

Perhaps these color cards and other advertising matter have been going to the retailer for such a long time that he has grown unappreciative of their merits. With long coming his senses have become dulled to their merits. The color card is prepared under the guidance of expert paint manufacturers. It contains knowledge that it has taken the manufacturer years to acquire. True there is some "boost material" for the manufacturer's particular brand of paint. But when this has been cleared away there will usually be found a residuum of useful and highly expert knowledge.

Of course there are color cards and color cards. Some of them contain more information than others. For instance, one card distributed by a well-known firm deals with the reason for the use of the basic material—lead, zinc and oil. These are good talking points for the retailer and help him to have a better understanding of the subject of paints. There is one piece of information, however, that they all contain, namely, directions for the proper application of the paint. To the dealer in paints this is one of the big essentials. If they are not properly applied they will not give satisfaction; result, no more sales.

Salesmen Should Be Conversant

It is well that the dealer and his clerks should be conversant with the right method to use paints. If he can first give oral instruction to the purchaser with the request that he later read the instructions contained in the color card there is better chance that the paint will be put on properly. With two applications of this instruction more of it will undoubtedly stick than if only one were applied.

How Cards Are Made

The manufacture of these color cards is no inconsiderable undertaking on the part of the paint makers. They are made in the painting room, in which several painters are kept busy throughout the year on this one class of work. The actual paint is spread on paper, showing all the varieties of paint—house paints, buggy paints, wagon paints, enamel paints, floor paints. Thousands of these sheets are produced each month. These painted sheets are then cut into small pieces or "chips" by large motor-driven power cutters and are carefully stored away in small metal trays for future use. Tons of paint are used each year in the production of these color chips. The number of chips produced runs up over the billion mark.

The color card manufacturing department is equipped with special machinery for the placing of the small chips on the printed blanks. Not very many years ago these chips were all attached to the cards by the hand method. On account of the great number of color cards required each year by large manufacturers the hand process had to give way before a speedier one. To-day the work is done most efficiently by an ingenious machine which is under the control of one operator. It first applies the gum to the card then the card is shifted to another section of the machine where it is brought in contact with the small color chips where the gummed surface causes the chips to adhere. In the old hand-pasting days an expert operator could finish two hundred cards in a day while one of the machines will finish the same number in an hour.

But all this labor and scientific knowledge is "cast as rubbish to the void," if the retailer fails to make proper use of the cards. He should realize that they can be made one of the best aids to increasing his paint trade that he has within his grasp. Some merchants have them neatly framed and placed on the counter where prospective customers can easily see them. Paint manufacturers in some cases send the color cards to the retailer in this form. In this form they have the advantage of always being ready at hand and in a place where they can be readily seen.

Three Important Essentials

These three very important essentials should be borne in mind by the retailer: First, become acquainted with the contents of the color cards and see that the clerks do also, for they can be used as good talking points. Second, do not give them out indiscriminately. The only thing cheap about them is the price which the retailer pays for them. He pays nothing for them, but should realize that they are of great value. Third, he should give them only to prospective customers. People who are not interested in painting will not expend very much trouble in looking over the card. Other advertising matter should be distributed with the idea in view of securing business from it.

Painters' caps distributed to high school boys will never get the merchant any business from the man who is in the painting business. It is misplaced advertising matter, and is not good either for the paint dealer or manufacturer.

Preparation of the Painting Surface

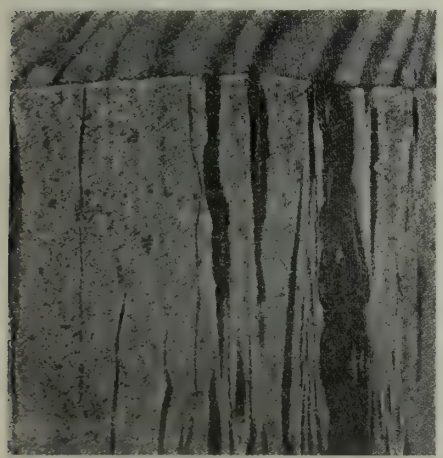
Dealer Should Find Out the Nature of the Surface to be Painted—New Houses Should be Shellaced—Porous, Spongy Woods Need More Primer —Moisture the Enemy of Paint

Written for Hardware and Metal by H. J. Penberthy, Manager of Lowe Brothers, Limited, Toronto.

WITH a great many paint users paint is paint and that is all there is to it. They never stop to consider that different paints are made for different purposes or that, unlike a great many patent medicines, the same thing is not good for all ills.

Speaking from the standpoint of outside painting, there are a number of factors affecting results in painting with oil paints. Among them are:

1. Location and design of the structure.
2. Kind and condition of the surface.
3. Quality of the paint and its temperature.
4. Workmanship of the painter.
5. Number of coats applied and their sequence.
6. Time allowed to elapse between coats.



The above illustration shows failure on pine, and demonstrates the fact that cracks in the paint film are only over the pitchy places.

7. Atmospheric conditions when the painting is done.

With so many conditions with which to contend the manufacturer must have the co-operation of the dealer in order that the results expected by the consumer may be obtained.

Should Question Customer

If the dealer would question the prospective paint user occasionally he would find a number of conditions which should be taken into consideration in selling his customer a bill of paint, and by learning more about the paint business himself he would be in a better position to advise his customers and have less cause to write to his manufacturer and say, "This can of paint was no good so I gave my customer another."

In dealing with the first question, "Location and design of the structure," it is of some importance that a house standing alone in the country must necessarily have different treatment than a house in the city protected on both sides by other houses and where the severe exposure is either front or back. It is not reasonable to suppose if two coats are sufficient to give the city house a fine and lasting job, that the same number of coats will be sufficient for the house standing alone in the country, where the elements attack on four sides all the year around. It is not reasonable to suppose that the surface of the country house will be in the same condition as that of the city house, which is protected, and therefore considerable thought should be given to the surface and the preparation of it for painting.

New House Should Be Shellaced

On a new house all the coats should be shellaced. There is a difference of opinion as to when shellacing should be done. In olden times all shellacing was done before the primer was put on. While the daubing of a knot on the side of a house seems to be a simple operation, it has been considered too simple in the past and disastrous results have been obtained on many otherwise good paint jobs on account of not giving more consideration to the shellacing of knots and pitchy places. It is not wise to follow the custom of daubing a knot and then painting right over it. Give the shellac time to dry and the results, as shown in the picture, will not accrue from careless workmanship. Shellac should be applied smoothly and not daubed on.

Of all surfaces that paint is designed for, lumber offers the greatest number of unknown quantities, owing to its variety in kind and condition. The main constituent of wood is ligno-cellulose; it also contains water, extractives and mineral matter. The extractives and the water are both repellent of paint. The problem involves more than two unknown quantities and it can be solved only by an orientation of all the factors involved and then undertaking to control them.

Much yellow pine is used in some districts for building purposes and it has been found that the best way to get it in a receptive condition for painting is to let it weather for several months in order to harden the sap and eliminate the excess of water—then clean and paint.

Wood Has a Thirst

There are many different kinds of wood — some of them trouble makers when it comes to painting—and it is well for the dealer to inquire what kind of wood is used for sliding on a new house, and if anything out of the ordinary he should write to his manufacturer and get

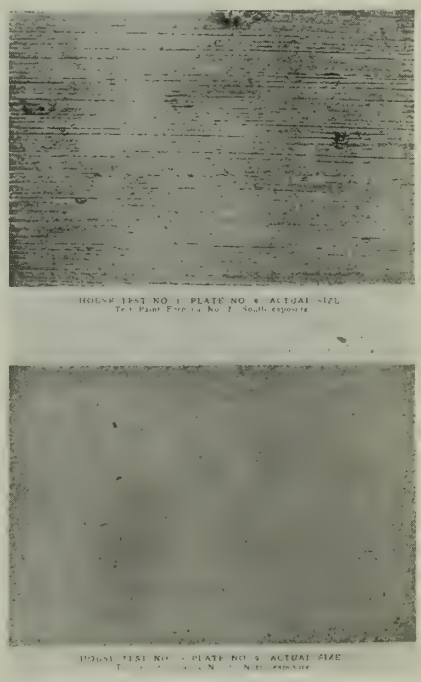
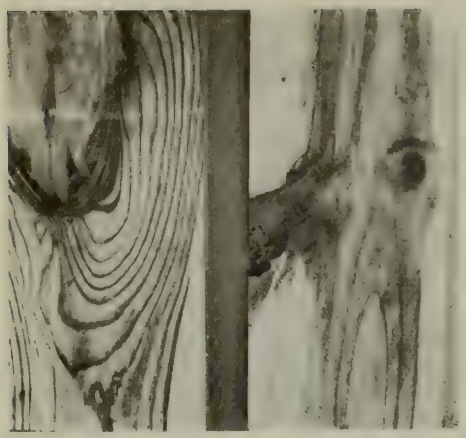


Illustration showing the effects of northern exposure as opposed to southern exposure upon the durability of paint.

advice regarding the best method of finishing that particular wood.

Of late years spruce has come into prominence for siding, and lumber people, without any regard for finishing, recommended very highly its use. The result was that thousands of houses, finished with this lumber when it was first introduced, failed and the paint was blamed, whereas it was not the fault of the paint at all but it was the fault of the surface.

The problem was placed before the paint manufacturers and they have very easily remedied the defect by making a different recommendation for the application of their products on this particu-



Care should be taken to see that knots are properly prepared. A good coat of shellac is very essential over knots and pitchy surfaces.

lar surface. The more porous and spongy the wood, the more paint and primer it requires. There are soft spongy places in all lumber, and when many of these appear they should have an extra dose of primer in order to satisfy their thirst. The soft spots in all woods are thirsty and you must satisfy this thirst before good results in finishing can be obtained.

Effects of Different Exposures

In view of the fact that paint fails on the sunny sides and on the top sides of a structure much more rapidly than it does upon those that are shaded, and that it fails more rapidly on the top sides exposed to rainfall and sunshine than it does on the sheltered portions, it seems as though the sore and naked places require one coat more than the healthy parts, and the consumer will save money by years of service if this fact is considered when painting.

Good painting is more than the laying on of paint. An experienced painter tells us that the less paint that is put on at each operation consistintly with the proper covering of the ground, the better will be the ultimate result. We incline to the opinion that less paint and more painting is a crying need of the present time.

Moisture the Enemy of Paint

The greatest enemy to paint is moisture, and great care should be taken that there is no moisture present in or on the surface when paint is applied. When water is present underneath paint exposed to the direct action of the sun's rays, vapors are generated which frequently in their effort to get out either rupture the paint or loosen it from the surface so as to destroy its efficiency.

Very often painters will stop work until a shower blows over and then proceed to paint over the wet surface. The strong sun will come out and attack this surface, and blistering will take place.

An investigation was made of a complaint where there was some blistering. The investigator went over the house thoroughly and asked the usual questions and received the usual answers. "The weather was perfect. It had not rained for several weeks before the house was painted and it did not rain for several months after the house was painted. The surface was in perfect condition. The best painter in town did the work, and your paint is absolutely no good." The investigator removed some of the paint from the house and it was sent to the laboratory. Examination proved conclusively that there was a very hard beating rain storm during the time the house was being painted. This beating rain came down on fresh paint and the drops are plainly printed and photographed on the hard paint film. It was another case where somebody wanted something for nothing and the paint manufacturer must be the goat.—The old, old story.

(To be continued in next issue.)

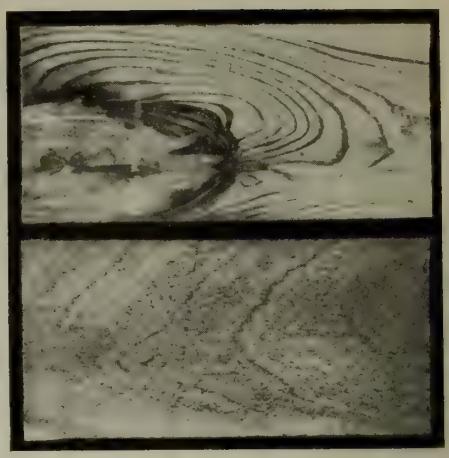


Illustration shows a receptive and non-receptive surface in lumber. Sound, seasoned lumber is a receptive surface. Any good oil paint will stick to a surface of this kind. Non-receptive surfaces include defective lumber, knots and pitchy surfaces.

The Paint Sinner Sinned Against

Getting a Line on a Live Paint Story From the Manufacturers' Standpoint—A Heart to Heart Talk with a Retailer—A False Line of Argument in the First Place Tested—Other Stores Selling at Old Prices and No Reasons Stated

Written for Hardware and Metal by G. E. Pearson.

THE editor asked for a good live story on paint selling for the special number of Hardware and Metal so I got busy collecting facts.

I made a personal call on four different paint manufacturers and asked each one what he considered was the most important feature of the paint trade from the retail standpoint to-day. In each case the reply if one allows for individual variations of thought.

"Get after this retail practice of selling paints to-day on a basis of cost of months' ago instead of taking advantage of the market and making a profit. We want to see the retailer make money. His prosperity is ours, and this is the greatest little opportunity he will ever have to make some easy money in a perfectly legitimate way: "Get after that and play it up and you'll have a live article."

And so this is our brain child, conceived in smelly paint offices and born on city streets in the intervals of an endless pilgrimage amonst the paint stores of Montreal.

The First Interview.

The first store that I went into was one on one of the lesser business streets, in a good district and of a character to lead me to expect a good average representation of the case in hand. I asked for the proprietor and introduced myself at the same time stating the object of my visit and asking his co-operation.

He seemd both interested and amused. "You're quite right. It's a crying evil but I don't see how finding out about it's going to help the case any."

"Why not?" I asked.

"Because we all know it to exist just as well as your manufacturer friends do but since each one of us is pulling for his own individual profit there is bound to be this near-price cutting on the part of some one that starts all of us doing it."

The Bet

"Do you?" I asked pointedly.

He grinned sheeplishly. "Yep."

I studied him. "And you maintain every one else is doing it?"

"Sure I do."

"You're wrong and I'll prove it."

"You prove it. Prove there's a dealer in Montreal selling paint on the market to-day irrespective of what his stock cost him and I'll do the same. All we want is a lead. God knows we want all the profit we can honestly make and if one man is doing it, I'll make it two and perhaps when others hear of us they'll come in out of the wet too. Only," he added sadly with a dubious shake of the head. "You'll never do it."

I buttoned up my overcoat. "Watch my smoke," I said and strode out of the store, intent on the idea I had in mind.

A Good Store But—

There was another store a few doors away, the usual type of hardware to be found in small towns and in the near-the-top class in cities, a class that is better than most and not quite as good as some. The windows were fair. One had a display of seasonable cold weather goods and the other a line of tools. The interior if not as prepossessing as the window was at least fairly well arranged.

The Jarring Note

But there was the usual jarring note. There always is. I had to wait for several minutes although there were no other customers in the store. A clerk in the rear was out in the aisle palpably enjoying a rather hilarious conversation with a friend who leaned against a stove that was inclined to be noisy of lid.

Another chap who was in closer proximity to me was hastily weighing out some nuts at the counter. He seemed in a great hurry, glancing alternately at the jerking beam and at me as he added to and detracted from the weight of nuts in the pan.

Finishing, he had two nuts over. I could not see them but I heard one as it fell on the floor and saw his face as the other one struck home in the wrong box of the rack he had tossed it into. He made a hasty forward movement as though about to change it to its proper place, thought better of, turned and advanced toward me, still looking guilty to my jaundiced eye.

A Weak Argument

"Something?" he asked. "Yes, I'd like some paint."

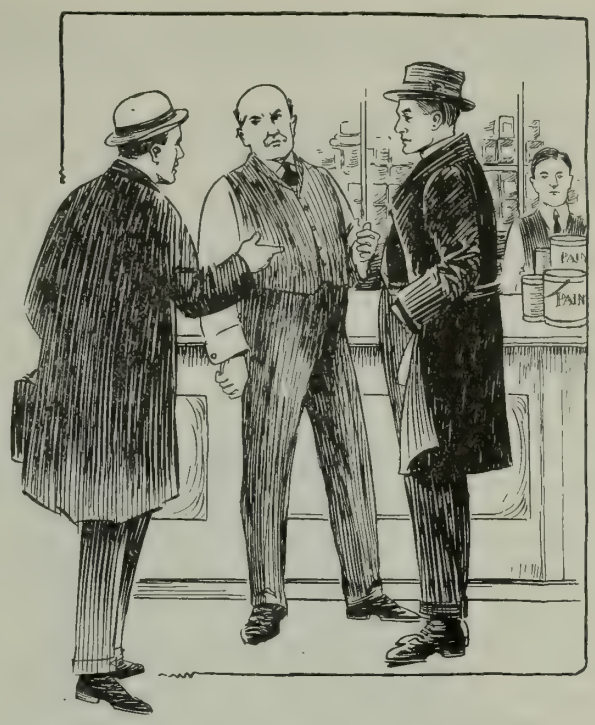
"Ready-mixed, of course."

"Yes."

"Here's the best on the market, ready for the brush and only two sixty-five a gallon." He reached up for a can.

"Why do you say 'only.' Two sixty-five strikes me as a pretty stiff figure?"

"Cause she's gone up and we're selling on the old prices."



"This paint won't cost you a cent over two thirty-five laid down in your store." . . . I simulated an angry astonishment that was really chagrin for the dealer, whom, it seemed, was sometimes sinned against as well as sinning. "Do you mean to say you are making sixty-five cents off me on a gallon of paint?" I thundered. . . . That poor travelling boy! His look was terrible when he realized what he had done.

"How can you do that?"

"Don't see why you should care. It's our funeral," he said truculently. Fine sales talk this. Got me into a friendly mood so that I would be receptive to buying ideas. Not.

"Well, I care this much," I said. "You gave a certain reason for a certain price on your paint and if you want to sell me your paint you'll have to explain to me how it is you are selling below the present market else I'm not likely to believe your bare statement, am I?"

He sulkily admitted the force of my argument but nullified the effect of the admission by a further adventure into the fields of unreason.

"Well, you see its this way: we haven't had a very good turn over in paints lately so instead of putting up our prices to correspond with recent advances to us we've kept selling at old prices on all our old stock 'cause other people are doing the same.' "

"They are," I cried.

"Sure they are, else we wouldn't be doing it."

"That's next door to highway robbery," I said. "But if everyone is doing it perhaps I can find some one who sells at two fifty-five. Thanks for the tip." And trying to look as sarcastic as I felt, I walked out.

The Pilgrims' Progress

I tried several more stores of the same general class but with no success other than a further disillusionment. They were all selling at old prices and low ones. The opportunity of getting at their reasons without disclosing my own identity failed to occur in either case and it was not until I reached the last store that anything happened to enliven the gloomy outlook of my poor pilgrimage.

A Real Find

As I entered the place a flashy looking young man broke away from the salesman whom the later conversation indicated as the proprietor. The former was one of your ultra types, clothes smart to the point of the nth dregree ad. hands immaculately manicured and hair coached back and clipped like mule's. Those nails had never been broken nor those hands skinned on the inside of a splintery keg of nails that had turned refractory and bound into one another like rigid tentacles.

The proprietor was pleasant and inquired as to my needs. I informed him. He quoted me three dollars. I pretended to study. That was standard price. I had won.

Young Hopeful to the Kill

The travelling man who had been loitering near the show case now noticed the cessation of talking and the consquent lull in the proceedings. Being young and unafraid he inserted his personality into the opening presented.

"As I was saying we'll make you the very best figure we can after allowing for advances on raw material. This paint won't cost you a cent oved two thirty-five laid down in your store." He went on easily, "Why—" And then stopped as he saw me come to quick and gleeful life in inverse ratio as the dealer stiffened up with a look in his eye that boded ill for young hopeful's future sales in that store. Apparently the latter had failed to catch the drift of my earlier inquiries.

I simulated an angry astonishment that was really chagrin for the dealer whom

Making the Seeds Drop Their Fatness

Manufacture of Linseed Oil is an Interesting Process — Extensive and Expensive Machinery Used—Bushel of Flax Contains About Eighteen Pounds of Oil

Written by a Hardware and Metal representative from an interview with J. M. Ransom, assistant manager, The Canada Linseed Oil Mills, Limited, Toronto.

A SMELL most delightfully sweet is the sensation which one's olfactory nerves experience on entering a plant for the manufacture of linseed oil. It permeates even to the business office of the concern and overrides, drowns out and makes scarce such smells as come from musty old ledgers and day books. The air is charged with the sweetness of the oil and it soothes one's nostrils like the smell of honeysuckles or hyacinths. There is a wholesomeness about the smell that seems to be invigorating, lifegiving. But this is only preliminary to the description of the process of making the oil which plays such an important part in the hardware trade by reason of its use in the manufacture of paints.

Expensive Machinery Required.

The business of making linseed oil from flaxseed is one of the important industries of the country. It is a comparatively simple process, though extensive and expensive machinery is required. The seed is crushed, cooked and the oil extracted by means of high-power hydraulic presses. Invariably the manufacturer has a large elevator for the storage of the flaxseed. From there it is taken by a conveyor to bins in the interior of the mill. The next process is the running of the seed through a separator for the purpose of removing all chaff and dirt. Quantities of oats, wheat and barley are often removed from the seed at times by this process.

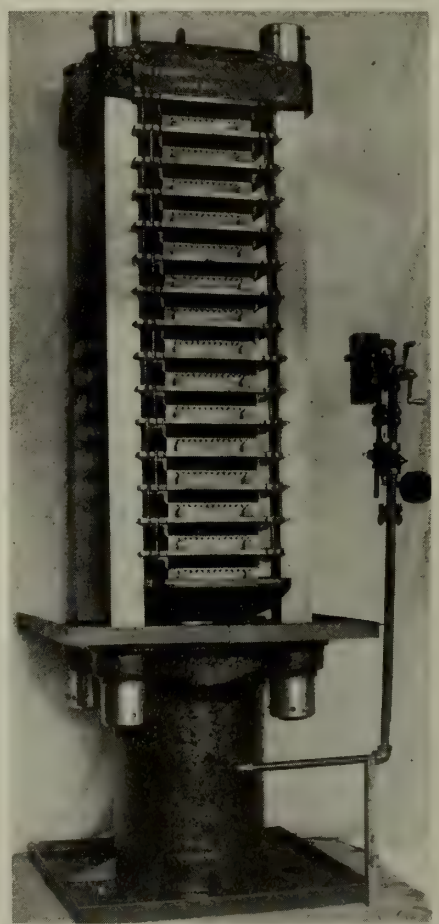
Seed is Crushed to Mead

From the cleaning machine it is carried to a hopper above the crusher. In the crusher the seed runs over a series of very heavy steel rollers, which weigh about 2,000 pounds each. After passing through the crusher it comes out in the form of linseed meal, the same as that secured in drug stores and which is used for poultices and other medicinal purposes. The object of the crushing is to put the seed in a form from which the the oil can readily be extracted.

A conveyor carries the crushed seeds to a cooker where heat is applied to the great vat-like pot and the oils and fatty substances are made more limpid. The oil flows from the meal more readily when it is warm than if in a cold state. Certain manufacturers maintain that oil pressed from the pulp without being heated is better. Paint manufacturers are in accord with this idea when the oil is to be used for certain specific purposes. Occasionally the oil is pressed from the cold meal when it is to be used for medicinal purposes. But modern machinery and the advancement made by the various oil crushers all over the world, together with the increased demand for linseed oil, make it necessary to extract greater quantities from the seed. This is accomplished by using the hot process.

Hydraulic Presses Extract Oil

After the meal has been heated sufficiently workmen draw it off from the cooker and run it into a cake former. The cake thus formed is approximately twenty by forty inches in dimensions. It is placed within the folds of a very heavy canvas and carried to the press. Low pressure is first applied in order to start the oil. When 500 pounds to the square inch is reached, automatically high pressure is adjusted and the press then obtains a pressure of 3,000 pounds to the square inch. The largest percentage of the oil is thus forced out of the meal, leaving the linseed oil cake in the canvas. When these hydraulic presses are at work the oil runs from the slabs of pressed meal like melting snow from the roof of an eaveless house on a warm spring day. Below the press it forms in a stream and runs to the receiving trays in the form of pure product. It reminds one of the oil presses of Canaan about which we have read in times past. And so the seeds are made to drop their fatness. And the oil hurries away in its golden brightness and fresh frothiness to the vats below decks.



Hydraulic press used by manufacturers in the extraction of linseed oil from the crushed seeds. The cooked meal is placed in the press on trays.

Filtered Through Canvas

The oil is then pumped from the receiving trays under the presses to tanks where it is allowed to settle and clarify to a certain extent. From there the oil is run through a filter press in which it is forced through many thicknesses of heavy canvas in order to extract any dust or dirt or fatty substance that may not have settled down. After it passes through the filter it is conveyed to storage tanks where it is allowed to age and become ripe for the market. From the storage tanks it is run off into barrels or to the tank cars used by the railways for transporting oil.

From a bushel of flaxseed which weighs 56 pounds there is approximately 18 pounds of oil and 36 pounds of oil cake. That is, in a bushel of flaxseed one-third of the weight is oil. There is a small quantity of oil left in the cake which is not extracted by the hydraulic presses. But this goes to oil the sides of the beef cattle and milch cows fortunate enough to be fed on such a diet. The slabs or cakes of the pressed meal weight about ten pounds each. Twenty of these are taken from each press after they have been squeezed a half hour to an hour. The sides and ends of these large oil cakes are then trimmed by running through a machine specially for the purpose. They are piled in the storage room. The oil cake for export is left in the form of cakes and placed in sacks, twenty-eight cakes in each sack. For domestic use the cake is ground into a meal or crushed into small pieces about the size of nut coal.

Modern Methods of Wallpaper Display

United Wallpaper Stores, Limited—Have Splendid System of Exhibiting Designs in Canadian Branch—How Samples Are Shown—Complete Record System For Samples and Stock Room

Based on an interview by a Hardware and Metal representative with a prominent wall-paper manufacturer.

THE modern idea of a judicious display of articles which a merchant has for sale is well illustrated in the methods which the United Wall Paper Stores, Ltd., Yonge Street, Toronto, have embodied in their new store recently opened. Selection of wall papers in their commodious and cheery show rooms becomes more of a pleasure than a wearisome work to be toilsomely gone through. With comfortable seats in front of their four hundred designs, the prospective buyer can go leisurely through the large selection without trying either nerves or patience. Small palm trees give the show room a southern atmosphere.

This firm has adopted a modern system of wall paper display. Frames, three feet by seven feet in size, made of steel tubing, and carrying a framework of wood covered with muslin, permit the various patterns of paper to be shown on a flat surface of sufficient size to show what a wall would look like. There are three hundred of these large frames. They are attached to the main frame by means of a socket, which allows the frame to swing back and forth the same as a door. On each display frame there is, therefore, two designs.

Top Covered

At the top of the frame, or the ceiling, as it were, is a covering of white oilcloth. To the front and top of the

View of entrance to United Wall Paper Store Co., showing display windows and electric sign.

frames are the frosted electric lights, which give a light almost as white as day. For lighting in the evening there are in addition five 200-watt nitrogen lamps arranged at intervals down the centre of the show room. To the east end of the store is an additional one hundred frames of smaller size, eighteen inches by four and one-half feet. These also swing from a frame after the manner of a door. In the large windows at the front there are tastefully arranged displays of some of the more expensive papers and borders, together with designs that may be on display for special sales.

Everything in this new show room has been conceived with the idea of placing the goods to the best advantage, with the least trouble, and with the minimum of worry and strain to the purchaser. It is often a difficult job to make a selection from a sample book. A piece of paper, about two feet square, sometimes looks different when seen on a larger surface. It is with this point in view that these large frames have been conceived. Also they preserve the samples in good shape, without danger of becoming frayed or soiled through handling. The show room on the ground floor occupies the entire floor, there being a space twenty feet by eighty feet. To the north

A complete description of the above show-room is given in the accompanying article. Note the attractive manner in which wall paper samples are shown.

side of the showroom are the manager's office and accounting department.

There is a neatness in the arrangement of the displays that gives the impression of spaciousness about the show rooms. There is none of that cluttered appearance that one often finds in a wall paper store, because the goods mayhap are piled to the ceiling in pigeon-hole storage boxes. This firm carries a large stock, having no less than 162,000 rolls on hand at the beginning of this year. Up to the present they have been devoting their energies entirely to the local trade. "Orders must leave the stockroom same day as received," is the principle by which this firm works.

To this end their storerooms above the ground floor are arranged to facilitate the speedy filling of orders. Special trucks carry the rolls of paper from the storage boxes to the shipping counter. An adaptation of this idea of wall paper display could possibly be worked out in a smaller way by means of wooden frames covered with muslin and hinged so that they can be readily turned back.

What Next! What Next!!

The Story of a Hardwareman and Some of the Pains That Beset His Path—They Have To Do Principally with Complaints About His Paint—The Paint That Streaked—The Paint that Would Not Stick.

Based on interviews by Hardware and Metal representative with retail hardwaremen.

AMONG the ills that disturb the retail hardwareman's peace of mind, are occasional complaints from his customers about paint he sold them. There was the woman who used a two and a half wire nail to stir the paint in a can four inches deep. She was somewhat fastidious about getting the paint on her fingers. So she took good care the nail did not go very deep.

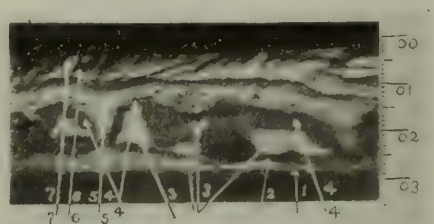
Now one of the injunctions of paint manufacturers is: "Be sure that it is stirred." That is the fabled "nail in the horse's shoe" that often causes the loss of the whole horse. In the case of the paint manufacturer it is often the pivotal point that turns all his scientific knowledge to naught. No matter how fine his goods may be, no matter how excellent the compound of his materials—they are all thrown into confusion and confounded if this one little essential is not punctiliously observed. In the case of the woman who stirred it with a nail she went to her dealer and complained that it was not the color of paint she had bought it for, or that it was represented to be. Furthermore, it was streaked with various shades. The job was a disappointment. And so she hiked off to the hardwareman to tell him that his paint was no good.

"Did you stir it well, madame?" asked the perplexed hardwareman.

"Stir it!!! I should say I did stir it! Do you mean to insult my intelligence and throw vile slurs at my knowledge of the painting art? You would infer I had never done any painting in my life, would you?" The hardwareman proceeded to graffle around for some floating straw on which gracefully to make his escape.

"No, Madame! your pardon, madame!" he floundered in beneath her flashing, scornful eyes. "You see even the best of painters might sometimes omit, forget such a simple little operation. But take this can of paint and this little patent mixing ladle, without money and without price. If you use it to get to the bottom in stirring the can, and if you do not get the right color, and if the paint is then streaked —you kindly come back and I will make out a bill of sale in your name for all my goods and chattels. Yes, and I will throw in this old hulk of a soul!"

But the woman was withal an honest woman. She also had a conscience. Unlike the cat, she did not come back, at least not to complain.



View showing seven different layers of paint. The paint peeled off when the lady put the eighth coat on. It fell off from its own sheer weight. She maintained it had been put on a new building. The dealer learned it had been put on a new section built out of old lumber.

Paint Would not Stick

Then there was the case of that other woman who swore by all the demons above that the paint would not stick. And she let loose her vials of vitriol at the hardwareman until he ducked and hunted his dugout below the counter. Safe behind his ash cans and barricade of binder twine he listened for the last sad surge of that vitriolic heaving of the atmosphere. It did die away. There is always an ending, even to the most violent of upheavals. He emerged, thinking that perhaps she had decamped. Not her. She was there to have it out. But she had soothed herself somewhat. She showed a disposition to be argumentative. She wanted to thrash the matter out. She wanted to know why he was selling such paint and what license he had to be running at large.

In the brief lull periods he managed to get in a few questions. She vouchsafed the information that the paint had been put on a new building. It had cracked and sloughed off like a leper's scales. But the merchant was from Missouri. He had to be shown. Summoning his best diplomatic powers, even in the face of his own incredulity, he volunteered to go himself and have a look at the work. If the paint manufacturers were shunting such an article on him he wanted to know it—and know it quick.

On the way to the woman's home the merchant was the bland artificer in words. He talked of every subject in town topics except paint. Then they arrived to look at the building that had peeled, his inward sensibilities were given a rude jolt. Suffering cat-fur! The paint had shelled off all right. There was no mistake about that. Also it was a new kitchen on the woman's home, for he had never seen it there before In this the woman was correct in her statement that it was a new building.

But what made the merchant's frame shake from stem to stern was the realization that it had been built of old lumber. He took some of the scaly paint to his office. With the aid of a magnifying glass his photographer took a picture of the edge grain of the paint. He deciphered no less than eight distinct layers. The last coat was the straw that broke the camel's back. It had fallen off from its own sheer weight. And the hardwareman sat down to ponder with bowed head in enveloping paws. "What next, oh Lord, what next!"

Editor's Note.—Fact is stranger than fiction. These are facts.

Beautiful Designs in Wall Papers

Fall Patterns Show Tendency to Subdued Colors with Shadow Effects—Borders Are Cheerful in Their Colorings with Veilings to Tone Down Brightness—Solid Colors in Delicate Shades.

In the elder days of Art,
Builders wrought with greatest care
Each minute and unseen part;
For the Gods see everywhere.
Let us do our work as well,
Both the unseen and the seen;
Make the house where Gods may dwell
Beautiful, entire and clean.
—Henry W. Longfellow.

WALL paper manufacturers are doing their part this year in helping to make the home a more beautiful and attractive place in which to live. Fall designs show a tendency to the softer colors in the hangings with brighter colors in the borders made soft by veilings and intaglio embossings. Some of the designs are embellished by touches of gold to enrich and make brighter. There are several beautiful designs in self-tones with gilt tracery. As with the spring designs there are ready-cut friezes and trimmers of beautiful harmonizing tones of other colors than appear in the hangings.

Pretty panels of floral sprays in shadow treatment have ready-cut friezes and trimmer of apple blossoms in their natural colorings. There are some foliage patterns in a series of exquisite self-tone offset and brightened by a frieze of base-trimmer of maple leaves in bright autumnal shades. Another of the popular designs is a foliage shadow stripe in the popular tones of buff, grey and brown enhanced by rich friezes and trimmers of large bright poppies

For the parlor there are pretty silks in designs of rose foliage and buds with a tracery of gilt These will be shown in the popular range of colors of white, cream, champagne, gray and light green. These designs are very effective with their matching friezes and base-trimmers of full-blown roses into which is introduced rather more than a suggestion of contrasting shades of nature's colorings. Also for the bedroom a diminutive floral pattern in quiet colorings with a border of orchids in the rich tones of the natural blooms should find many friends. Throughout the year there has been a special tendency to "near-plain" papers with rich fancy borders and decorations subdued by veilings.

View showing one of the beautiful Fall Patterns of Wallpaper. They are in a variety of striped patterns, embossed stripes, silk stripes and intaglio stripes. The borders and base trimmers are in rich designs of natural colorings.

—Reproduction by courtesy of Staunton's, Limited.

For the drawing room, boudoirs and the better class bedrooms there is being shown a line of solid colors in delicate shades of ivory, cream, champagne, canary, pea green, blush rose, Asia blue, seagull grey and French grey. The ceiling paper generally used with these designs is a silk draper. For halls, dining-rooms, libraries, sitting rooms some of the manufacturers are turning out designs which they designate as mattines. These are in a number of colorings embossed in high relief on special fibre stock in a cable-net design. Some of them are merely embossed on a plain fibre while others have a counter-sunk overprinting which adds considerable decorative value to them. Others again are printed with unique weave effects and in conjunction with the counter-sunk printing and embossing gives a distinctiveness to these designs.

Among the papers of quite moderate cost will be found a pleasing array of floral and foliage designs, tapestries, conventional patterns, chintzes and ribbon effects. There are pretty stripes, plain denims and self-toned patterns many of them with ready-cut borders of exquisitely colored roses, chrysanthemums, clematis or orchids. Some of the hangings have a diminutive floral trail of similar flowers introduced in the borders that go with them.

The gilt papers are bright and attractive and possess a freshness. There is an abundance of conventional and floral patterns which are specially designed for the use of gold in their coloring. There are pretty stripes with ready-cut borders in fruit and floral patterns amongst which will be noticed one of dainty rose-buds of alluring hues amidst clustered foliage which is shown over a stripe with beading of gold. There are quaint designs on fancy grounds which will possibly commend themselves for halls and dining-rooms.

There will also be a new line of varnished tile papers shown this fall. The designs and colorings have an artistic merit that is highly commendable. While there are plenty of patterns of the standard type, there are many novelties introduced that will be readily appreciated by those who are looking for something different to the usual style. One attractive pattern depicts a water-fowl disporting amidst reeds and rushes in a range of new and artistic colorings. There is also an all-over design of bamboo foliage in a variety of appropriate shades. A third design introduces scenic plaques. There are several dainty ceiling designs in appropriate shades, amongst which is a mosaic pattern. There is a range of borders from two to six bands to the width, some of which are specially made to match side walls.

Taken altogether the fall designs are most pleasing in their appearance and will greatly assist the home-builders to make their place of abode more a work of art and a thing of beauty.

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 15—MUSIC PENS

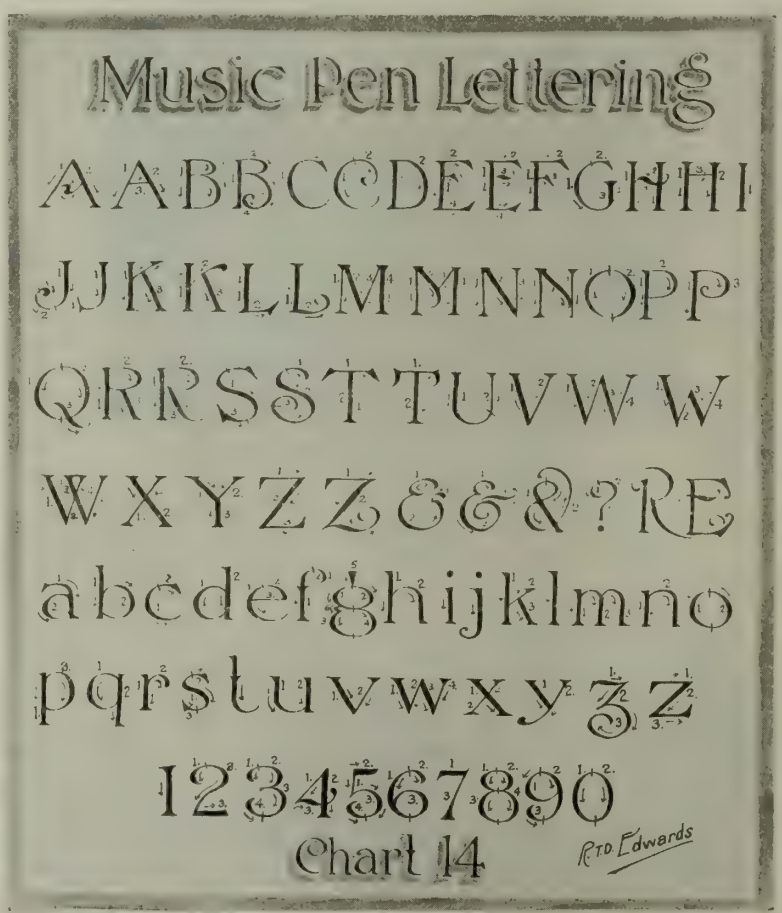
THE music pen is one of the most important of the newest tools introduced for lettering purposes. This pen was invented and used for the purpose of writing music, and it was some time before its value for forming letters was found out.

The music pen's great forte is in lettering with heavy opaque color on plain white card or mat board. For general lettering, of black on white card, the round writing pen is best, but when a finely lettered card is required, the music pen is superior.

In no case should ink be used with the music pen. Heavy cardwriting color, slightly thinned with water, will be found the most satisfactory. The surfaces of mat cards are not as smooth as the white coated cardboard and therefore require something that will not cut the surface of the card as the round writing pen does.

The music pen fills the bill completely. The color can be applied perfectly in a clear-cut manner without causing any rough edges.

The using of white color on dark mat board has been, to most beginners, very troublesome, but with the use of the music pen and a fair amount of practice, this can be overcome. The idea is to get the white, or any color for that matter, quite clear with one stroke of the pen, because it cannot be gone over a second time. The color must be at the right thickness and this can be found out only by experience. The color must be kept thoroughly mixed while in use. Do not allow the size to come to the top of the color or the cardboard will show through it.



The Manipulation of the Pen

Study carefully Figure 2. This shows two illustrations of the music pen: the first, as the pen appears when closed or ready to make a fine stroke; the second, the pen as it appears under pressure, making a broad stroke. You will notice that this pen is triple-pointed. This is the secret of its being able to flow the heavy color. A two-pointed pen will not allow the color to flow from it as freely as the three-pointed one. The principle of the manipulation of this pen is to make the narrow strokes of the letters with the pen closed, while the heavy strokes are regulated by the amount of pressure used to spread the points.

Graduating of the Strokes

The graduating of the strokes needs much practice. The best way to get used to handling this pen is to use plain white card and any show card color you have, providing it is not ink, and practise all the different strokes which are composed in the formation of the alphabet. This will give you the best knowledge of the working of this pen.

One of the most important points about the pen's work is that many sizes of letters can be made with it, graduating from very small up to its capacity, about an inch in height. Figure 2 shows different sized letters made with the same pen.

Mat Board

As stated before, the principal use of these pens is for lettering on mat board, therefore it is necessary to know something about this. Mat board was not first made for

Suggestions for seasonable show-card. This makes a very neat and attractive design.

The accompanying article is No. 15 of a series on "Card-writing Made Easy," prepared by R. T. D. Edwards, especially for the readers of HARDWARE AND METAL. *Judging by the many letters received by* HARDWARE AND METAL *from readers since the commencement of this course, it is quite evident that a great many retail hardware salesmen are following the course closely and have taken up the art of cardwriting as a direct result of the series now running in this paper. Merchants in every line of business are using more show cards now than at any previous time. The value of the self-advertising goods is realized now to a greater extent than in the past. Appropriate show and price cards make merchandise self-selling. The course now running in* HARDWARE AND METAL *is undoubtedly the most complete that has ever appeared in a Canadian trade paper.*

Suggestions for seasonable show-card. A design which has a drawing power because of its uniqueness.

show cards and is not made now exclusively for this purpose. Its main use is for picture mats, photo mounts, calendars, etc. Show cards are really a secondary consideration with matboard manufacturers. Nevertheless, many plain and fancy matboards can be worked up into fine, attractive show cards. It is not advisable to stock up with fancy boards. The plainer kind are the best for all classes of fancy showcards. The kinds most advisable are cream, buff, light, dark and medium grey and brown tones. Many different finishes can be secured in these colors, such as linen, pebble, ripple, clouded, besides the plain. The plain finish is preferable where fine, accurate lettering is necessary.

Some Matboard Finishes

Figure 1 gives an idea of some of the finishes procurable. Do not stock up heavily on wood grain boards, because there are not many occasions when they can be used to good advantage. Wood grains can be obtained in oak, walnut, mahogany, etc.

Make Your Own Covered Boards

Cardwriters who do not wish to go to the expense of ordering matboard can make a very good substitute by getting cover papers from wholesale paper houses. These can be mounted on plain pulp cardboard, by using a heavy flour paste. To keep the card from curling, paste a cheap paper of the same weight on the back of the card and press it under a heavy weight until dry. A very beautiful assortment of fine colorings can be obtained in this way.

The Chart

In general appearance this lettering is very similar to the round writing pen work shown in lesson 13, but in execution it is vastly different.

"A" is a good example of the use of the music pen. Stroke one is made with the pen closed, while stroke two is made by using more pressure to get the broad line. To make stroke three, use heavy pressure in the centre of the stroke. Both ends of this stroke should be made with very little pressure, to get the fine lines. Stroke three of the second "A" is made with the pen closed.

"B" is a letter of three strokes. Pay special attention to strokes two and three. The heaviest pressure must be used in the centre of each stroke. The second "B" is composed of four strokes. Stroke four is used to give a variety to the work, but should only be used at the beginning of the "reader" of a showcard or in headlines. Never use a fancy letter in the body of the "reader."

The "C" in both cases is a two-stroke letter. The difference in the manipulation of the music pen from the round writing pen is illustrated in the second "C." Note that stroke two is finished by shoving upwards on the pen which would have to be completed with two strokes with the square-pointed nib.

The "D" is the same in appearance as that made with the roundwriting pen.

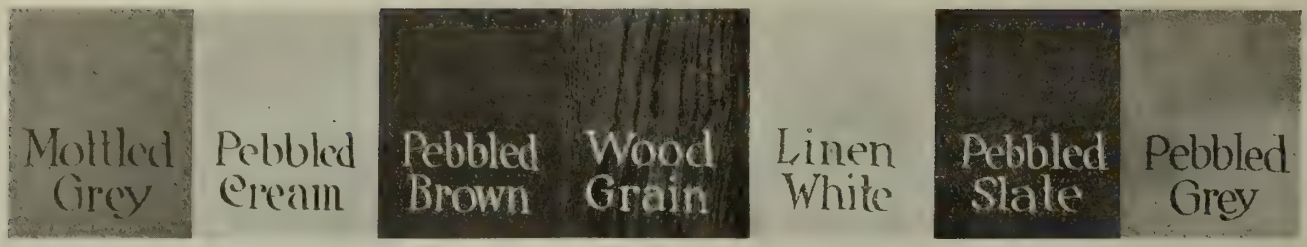
The spur-making on the "E" and "F," as on many other letters, should be watched carefully. By much practice these can be made with one stroke. To make the right hand top spur, spread the pen the full width at the commencement and as the stroke is made release the pressure gradually until the fine line is reached. The bottom spurs must be made just the reverse. Stroke three of the second "E" is made by starting and ending with a fine line, using pressure on the pen in the centre.

"G" is a three-stroke letter. Care must be taken with the joining of strokes one and three.

Stroke three of "H" is made after the same manner as stroke three of the second "E." This style of "H" should not be used in the midst of the "reader," but only for heading purposes. The second "H" is of the plainer variety and can be used on any part of the card. Take care to make the two outside strokes parallel.

Care must be taken to keep the "I" at right angles with the guide lines.

It is best for beginners to make the "J" with three distinct strokes. With practice this can be made with one



Some of the finishes procurable in mat board.

entire stroke. The second "J" shows the use of the spur on the tail.

Note that stroke two of "K" joins stroke one above the centre. The second "K" shows a variety in stroke two.

A plain and fancy "L" is also shown. Stroke two of the "L" is made with one stroke.

The "M" is a letter that always needs careful practice. Be sure to make the lower centre point at equal

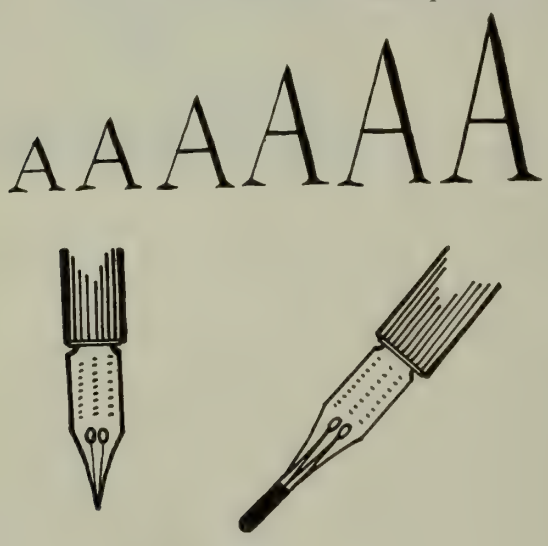


Fig. 2.

distances between the ends of strokes one and four. The second "M" shows a variety in stroke two.

Joins, similar to that where stroke two joins stroke three, have to be completed with the point of the pen. Stroke two of the second "N" shows a curved stroke instead of a straight one.

The "O" is completed with two strokes. Note that the widest part of these two strokes is midway between the guide lines.

The first "P" is a plain one and the second one is of a fancy nature for heading purposes.

The "Q" is the same formation as the "O," with stroke three added. This stroke should present a graceful appearance.

Two styles of "R" are shown. The first of plain variety. The second shows a change in stroke two. This makes a nice variety for illuminated caps or headline use.

Two styles of "S" are shown; first, the plainer, spurred letter, and the second the long, sweeping tail variety.

Only in the spur-making do the "T's" vary. The second letter is quite popular for headline work.

The main part of the "U" is made with two strokes of the pen. Much practice is needed to perfect stroke one.

The manipulation of the pen for the formation of "V" and "W" is very similar. Give particular attention to the formation of the last "W"; note how the strokes cross.

The formation of the "X" is similar to many others shown in previous lessons.

The "Y" is also the same formation as shown before. Be sure to join strokes one and two a little above the two guide lines.

The "Z" is of the plain Roman formation, but the second "Z" is of the fancy variety.

You should practise many times the formation, but the second "Z" is of the fancy variety.

You should practise many times the formation of the "&'s." They are being used constantly by cardwriters. Many other styles can be made, but these are sufficient to start.

The lower case formation is very similar to the round-writing pen formation and does not need any detailed explanation.

The arrows show the directions in which to draw the pen and the cross bars show where the continuous strokes join, so with following the same principle as explained for the upper case lettering you should be able to master the lower case without much difficulty.

A NARROW POLICY

It was in an up-to-date store, small, but in a neighborhood of excellent buying powers. A lady had paid for an article and taken it home, looked at it again the same night, did not fancy it and decided to return it next morning.

The young man unwrapped it and shook his head.

"No, this is soiled, we cannot take it back, can we?" —holding it up to a man at the back. He backed him up in his refusal.

"Well, it's exactly the same as it was when I got it —you soiled it wrapping it up"—which was probably true. "It's no good to me, and I don't want it," and she tossed it down and went out. The writer heard of the incident and her conclusion: that a store that makes it so difficult and unpleasant to accept goods back could not expect her trade. She would go to the bigger stores down town that tried to satisfy their customers.

Her criticism of "uptown" stores does not apply to all, or nearly all. The number who are adopting a more liberal policy is increasing,—and fortunately for themselves. The other policy is becoming more and more foredoomed to end in failure.

The sharp tongue is a weapon that is always loaded, and is often more dangerous to the owner than to the target.

The most potent factor against success is discouragement. The man who becomes discouraged has already lost half the battle of life.

Putting Punch Into Show Cards

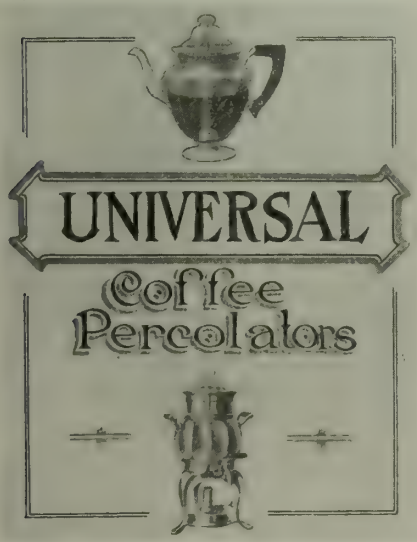
Showing How Card-Writers by Using Illustrations from Advertisements in Hardware and Metal, Can Make Show Cards Doubly Attractive

Written for Hardware and Metal by Thos. O. Crawford.

SHOW cards both for window and interior displays to be effective, must have punch. There is no better way to put punch into a show card than by using a good live illustration.

In the large department stores, expert carwriters are employed. Most of these men are trained in lay-out work, and draw suitable illustrations for the cards they prepare. It frequently happens however that in the hardware store the task of preparing show cards falls upon the window trimmers. In the department store, the window trimmer places an order for show cards and it is filled by the card-writer. The hardware store window trimmer has to prepare his own cards.

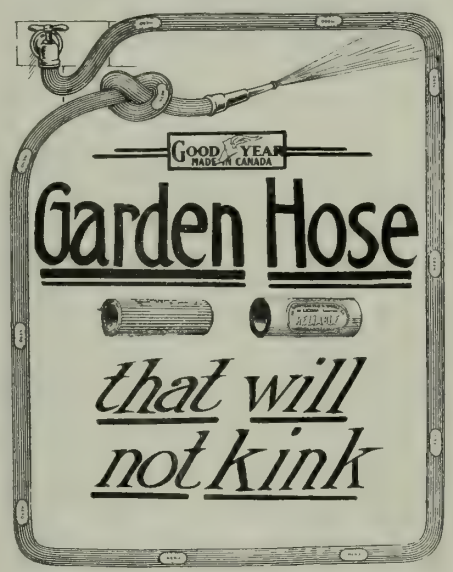
Now a fact that must not be overlooked, is that a great many hardware window trimmers are expert card-writers. Many of these men have become card-writers by studying the many excellent card-writing series which have been published in this paper. On the other hand, there are many window trimmers who can do the lettering on show cards, but are unable to draw suitable illustrations. These are the men who can benefit mostly by the articles which appear in Hardware and Metal from time to time, showing how



The illustrations used in preparing the above show-card suggestion were taken from an advertisement which appeared in the Feb. 19 issue of Hardware and Metal.

show cards can be made attractive by using illustrations taken from the advertising pages of Hardware and Metal.

Every issue of this paper contains a large number of striking advertisements. Not only can the cardwriter use the illustrations taken from the advertisements, but the latter he can



The illustrations used in preparing the above show-card suggestion were taken from an advertisement which appeared in the Feb. 26 issue of Hardware and Metal.

very often find the wording that he needs for his show cards.

This issue of Hardware and Metal is cram-full of splendidly illustrated advertisements, and the card writer should be able to secure enough ideas, and illustrations from this one issue to prepare a large number of show cards, which could be used to advantage during the coming spring and summer.

A Few Examples

The accompanying illustrations show three attractive show card suggestions. The illustrations used in preparing the show cards were taken from advertisements which have recently appeared in Hardware and Metal.

These cards although attractive in appearance, were easily made, and are inexpensive. The tools and materials used were as follows:—No. 6 red sable brush; also a smaller size; stub pen, no. 1½ round writing pen, ruler, photo paste, black cardwriter's ink, for pen and brush, white card-board, scissors.

The illustrations including border, used in preparing the garden hose card were taken from an advertisement in the Feb. 26, issue of Hardware and Metal. The illustrations were cut out from the advertisement and mounted on a sheet of white card-board measuring 10 in x 12 in. White photo paste was used to mount the illustrations on the card-board.

The trade-mark shown on the card was taken from the advertisement, but the wording, "Garden hose that will not Kink" was made with a No. 6 red sable brush. The underlining was done with a brush.

The illustrations used in preparing the card featuring coffee percolators, were taken from an advertisement which appeared in the Feb. 19 issue of Hardware and Metal. This card measured 11 x 14 inches. On the card the word, "Universal" is prominently featured. This lettering was done with a No. 6 read sable writing brush. The lettering is called brush stroke Roman. The remainder of the lettering on this card was made with a No. 1½ round writing pen. The shading was done with a small brush. The small ruling around the edge of the card was done with a stub pen in black ink.

The illustration used in preparing the Stewart horse clipper card was taken from an advertisement which appeared in the Feb. 19 issue of Hardware and Metal. In preparing this card the full page illustration was used, and was posted on a sheet of card-board. The

The illustrations used in preparing the above show-card suggestion were taken from an advertisement which appeared in the Feb. 19 issue of Hardware and Metal.

work in this card, with the exception, of the first two lines, was done with a stub pen.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

This is Article 8 of a new series of practical problems for sheet metal workers, prepared by a practical man especially for the readers of Hardware and Metal. Hardware merchants conducting tinshops have told us that they and their men have found Hardware and Metal's sheet metal courses to be of inestimable value to them, and in many cases they have filed the problems, with the result that they now have several complete courses which employees consult when confronted with sheet metal working problems.

THE patterns necessary for a branch pipe are required. The main pipe and branch both being the same diameter. Fig. 1. let E F G H L M N O P be the elevation, with A B C D the plan of main pipe and J K the plan of the branch piece.

First divide plan A B C D into equal parts 1, 2, 3, 4, 5, 6, 7 and repeat until the whole of the circumference is divided. Next draw dotted lines down until they intersect the joint at L M N.

Now divide plan of branch piece J. K. in the same manner as was adopted in plan A B C D.

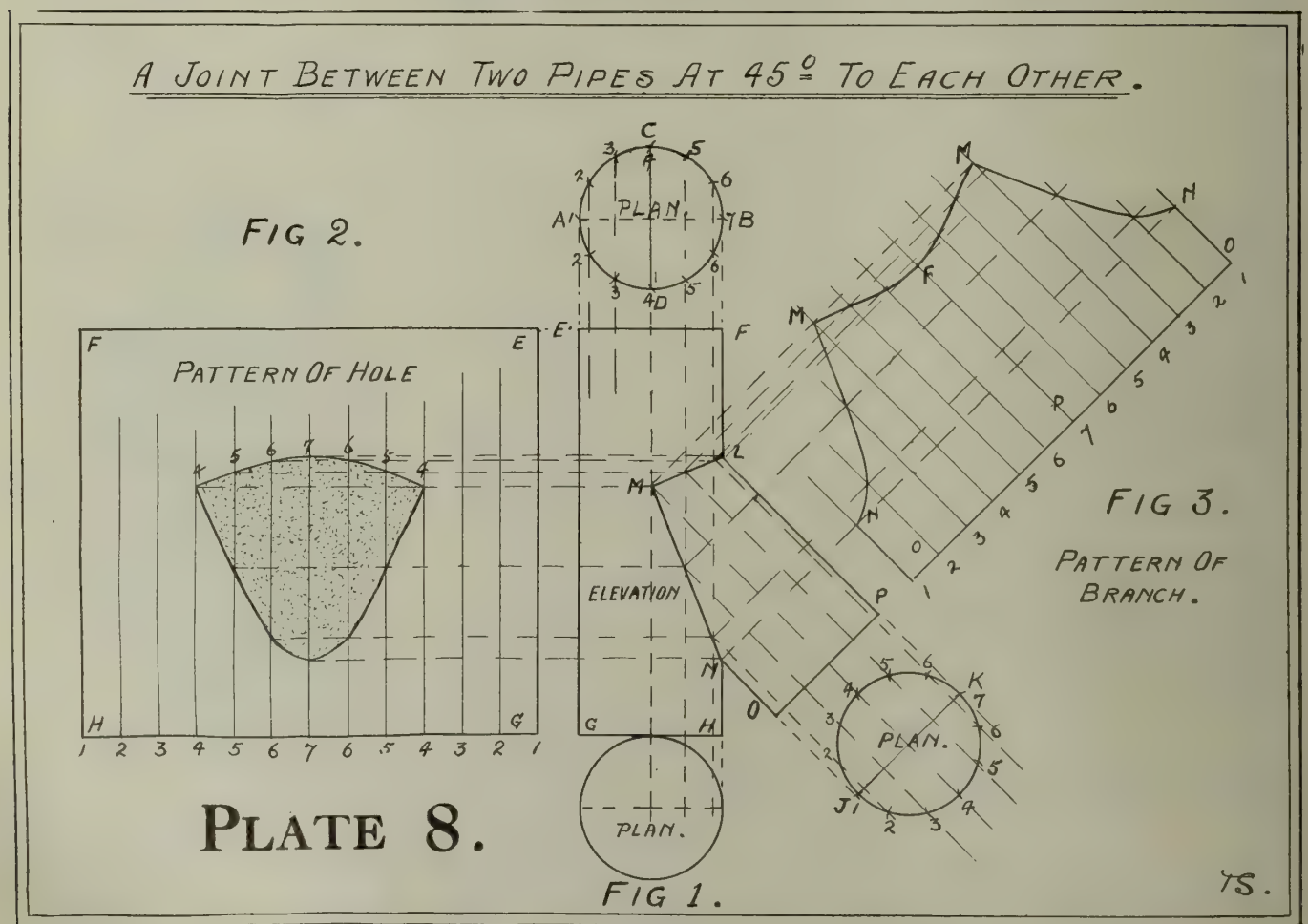
Next draw dotted lines upwards from 1, 2, 3, 4, 5, 6, 7 plan J K until they meet the dotted lines drawn from plan A B C D. These lines should meet at the joint L M N.

The next step to take will be to draw stretchout lines, as shown in Fig. 2 and Fig. 3 respectively.

First draw the stretchout line Fig. 2 as shown at F E H G. These points give the total length of main pipe.

Now transfer the measurements on plan A B C D. 1, 2, 3, 4, 5, 6, 7 and repeat backwards, making 7 on line H, G the centre.

Next draw the stretchout line for pattern of branch piece as shown by line O P O Fig. 3. and transfer the measurements from plan J K 1, 2, 3, 4, 5, 6, 7 repeating these backwards in same manner as was done in Fig. 2.



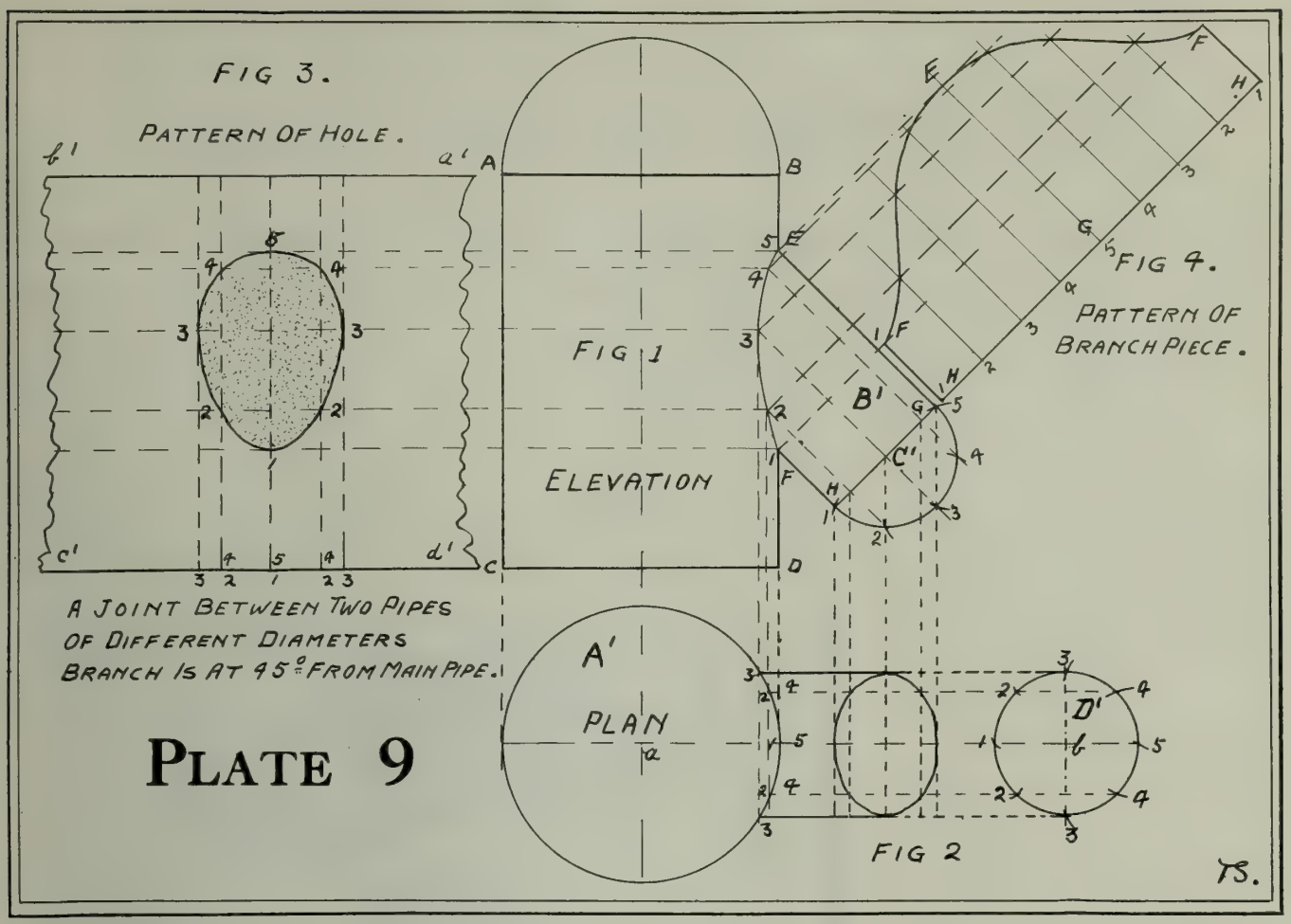


PLATE 9

Now draw lines upwards from 1, 2, 3, 4, 5, 6, etc. on both the stretchout lines in Fig. 2 and 3.

From line 7 Fig. 2 draw horizontal line until it meets point L on elevation, and repeat by drawing lines from 6, 6 Fig. 2 to intersections on M L elevation until the four lines are drawn.

Next draw three more dotted lines from 5,5 6,6 and 7,7 Fig. 2, to the intersections on joint line M N. The points where these horizontal lines, cross the vertical lines 1, 2, 3, 4, etc. Fig. 2 as shown by the shaded portion is the pattern of the hole required for the branch.

Now draw a number of dotted lines in line with the stretchout shown in Fig. 3 from the various intersections on joint L M N in the elevation Fig. 1, until all the stretchout lines have been crossed in Fig. 3.

Now draw the curved lines from N to M. M to F. F to M and M to N. Crossing each point already crossed as shown at 1,2,3,4,5,6,7, etc. The outline M F M. N N O O is the pattern for the branch piece required.

An allowance must be made for seams and joints, these to be determined by the person making the pipe. If a riveted joint, only one width of caps would be necessary, but if a locked seam is required it would be necessary to allow three times the width of the lock

In Plate 9 is shown intersection of two pipes of different diameters, the branch or piece being at 45° angle. Make the diameter of the large pipe 3 inches and the branch 1½ inches, the height of the large pipe 4½ inches.

A 1 represents the plan of large pipe struck from centre a, and shown in elevation Fig. 1.

Now draw outline of branch piece represented by B^1 and draw half plan at end of B^1 as shown at C^1 and divide into four equal parts as shown from H 1 to G 5.

Next draw a dotted line through plan as shown at a to 5 and with b as centre drow a circle D^1 to represent another plan of B^1 and divide this with 8 equal parts as shown 1, 2, 3, etc. to 5 and repeat.

From the intersection in D^1 draw horizontal lines intersecting the large circle A^1 as shown at 3^1, 2^1—4^1, 1^1—5^1. 2^1—4^1 and 3^1, from which points erect perpendicular lines; intersect them by lines drawn parallel to the lines of the smaller pipe which have similar numbers from C^1.

A line drawn from E to F through the points obtained will describe the required mitre between the two pipes.

The same course is followed no matter what the diameters of the main pipes or branches be.

To devlop the pattern of the small pipe extend a stretchout line as shown from G C^1 and transfer the measurements described on plan D^1 to stretchout line H G H.

Now erect a number of lines at right angle from these points, then draw a number of lines from points on mitre line F 1, 2, 3, to E intersecting all the lines previously drawn at right angles with stretched line Fig. 4.

Trace a solid line through these joints of intersection, and the pattern for small pipe is complete, except that allowance must be made for locks, seams or caps as the case may be.

To develop the shape of opening required in large pipe, extend lines A B and C D as shown in Fig. 1, thus describing a part of the stretchout necessary to develop the shape of the opening upon. Now draw 5 horizontal lines from points 5, 4, 3, 2, and 1 on the mitre line, parallel with lines a^1 b^1 c^1 d^1.

Next transfer the measurements of the various intersections described in plan A^1 Fig. 2 on to the line c^1 d^1 as shown at 3 4/2 5/1 4/2 3, taking great care to transfer them accurately, on account of their being slightly different.

Now erect perpendicular lines from the measurements transferred intersecting the horizontal lines previously drawn from mitre line in Fig. 1.

By tracing a line through points intersected the pattern of the opening described by shaded part is complete.

(Continued in Next Issue)

THE JUNIOR CLERK'S PAGE

The Moral of a Lost Opportunity

The Builder Unfolds a Tale of Two Hardwaremen—Trying to Help a Man Who Wouldn't Help Himself and Being Baulked at It—The Hardwareman Who Not Only Saw His Opportunity But Seized It and Followed It Up.

Written for Hardware and Metal by Norman Lewis.

WE had just settled down for an after-dinner cigar, following a fine satisfying spread of the reunion variety. Jim's wife could be heard clattering around amongst the dishes in the mysterious rear; his boy was fiddling with a jig saw puzzle on the floor, and our cigars were going finely.

"Well, Jim, how goes the battle?" I asked.

Jim crossed one plump leg over the other. The very action indicated in some intangible manner a state of prosperity. Jim had that plumpness and that contemplative steadiness of eye that goes with prosperity anyhow, so the illusion was only heightened, not created.

"So-so. Can't complain," he smiled. "What's doing?" I inquired.

"Building."

"Building?" I repeated, and added, by way of explaining my perplexity: "and in these times?"

"Yep. Why not? The houses are spoken for, so I should worry. Others are doing it, too, around here. Altogether there are a round dozen houses going up in this immediate district, war or no war."

"Well, it's a little unusual, that's all," I explained. Then my reportorial instinct coming to the fore, bringing with it visions of affluent hardwaremen, now life in old lines, a rejuvenated builders' hardware line, grand opportunity, etcetera, and so on, I flashed out: "Is there a hardware dealer near here?"

Jim smiled a superior, an enigmatical smile. "Yes and no," and eased himself forward to knock the ashes from his over-laden cigar. I waited for the explanation the words implied.

"You see my decision about going on with the two houses I am building came to a head—a sort of sudden fruition in a night, or to be accurate, at night, owing to an unexpected telephone message I received just after supper one night a few months ago. Everything was up and ready; workmen told off waiting in expectancy, and so on, just requiring this final word for my orders to go into effect.

But amongst the things I had left pending was an order for some shovels and other tools for my excavating, as I did not want to buy them until I was sure the work would go ahead. I figured on ordering them from this fellow up street.

"Well, as I say, I got the word, and I 'phoned the boys to be on hand in the morning, and that the tools and other things would be here by working time. Then I suddenly remembered I didn't

The above display was arranged by P. E. Hughes, for the D. H. Douglas, hardware, Chatham, Ont., and attracted a great deal of attention. The details of the battleship are as follows :—

The Hull of the boat is made up of two cross-cut saws, cutting teeth on top which form the railing. The masts are two eye augers supported by line twine. A wire toaster stretched across the top to represent the wireless telegraphy, cookey cutter on the front for the crow's nest in which two saw sets represent cannons. The cabin is four India oil stones, two on each side, two cabinet scrapers for the ends and five-2-inch rules for the top. A hand drill for the steering wheel, a 3-inch strip of sand-screen for the railing of the cabin. The smoke stacks are 2 sticks of belt dressing. The fenders are four samples of binder twine. A tape line box-wrench with an automatic punch represented the cannons, also cold chisel, saw sets, gauges, hose-nozzles to represent cannons. These were stationed here and there along the edge of the boat. The warship was named "H. M. S. Vigilant". Oyster shell on blue paper was sprinkled over the floor of the window to represent water. A fort of alabastine was built at the end of the window and a paint display arranged for the background. Toy soldiers were placed in a few of the principal spots.

You can arrange the description of Aeroplane to suit yourselves as the photograph explains everything.

The details of the aeroplane are clearly shown above. It will be noted that articles from the hardware stock have been used in its construction.

know this hardwareman's name, and, as I had to beat it down town first thing in the morning, and as the store lay in the opposite direction from the street car line, I decided to run up street and see if he was open, or if he wasn't open, to take his name and 'phone him in the morning.

"So I grabbed my hat and beat it up the line, only to find things closed up. So I got my notebook up to take down the name on the store front."

Here Jim paused for a moment, the better to inject a little pep into his remarks. Believe me or not that he attained that happy result by coming down with the full weight of his fist on the table.

Rummy, didn't have his name on his store front. I looked in vain for it. Not on the window; no, nary sign. The awning was up for the night, else I might have discovered it on that. Of course, I could have found out by asking some of the neighbors, but it wasn't my funereal. There were lots of other hardwaremen about. Next morning I kept my eye pulled when I got on the car going down to the city, and a few blocks down the street my eye caught a flaring sign in a store front: "Jas. Turner & Sons, Hardware In Any Line." I jotted down the name, and when I got down to the office I 'phoned this store and ordered some picks and shovels and things. I had to explain what they were for in the course of the order, and in a jiffy the fellow on the other end of the wire straightened up. I could almost see him do it. His whole attitude changed, but not offensively so, you understand.

"Going to build?" he asked. I said yes, I was. "I'd like to have a little chat with you," he said. "What about?" I asked. "About further orders as the building advances." There was lots of bounce and come back in that fellow's father's son. "All right," I said.

Well, right then and there that fellow made a date with me. He kept it on the nail, got particulars of the size of the job I was on. After a few minutes' seance with his cost book and a pencil, he spread out a price proposition that combined with the service he offered made me agree to give him my business in these two houses. And he's been hitting the bit ever since, fills all orders promptly and comes around soliciting every few days, making sure no new wants have turned up or that old ones have not been properly attended to. And the son-of-a-gun's gouged his way into a lot of business on these other houses that are going up. The other fellow, old Rip Van Winkle, came to about three weeks after my first order was placed, told a hard luck tale, and talked about being neighborly and buying my goods close at home, and so on. I told him there was nothing doing.

"So that's what I mean," continued Jim, "by saying what I did as to whether or no there was a hardware store here. There is, but the owner's asleep at the switch. He'll be driving the other fellow's delivery wagon in another year or two at the present rate of going of them both. It's sure casting pearls before swine to expect a small firm like this to pull such a fellow out of the hole in dull times."

The youngster, tiring of his toy, came over to Jim's knee and proceeded to monopolize the conversation. "Papa, I like the hardware store; it's so nice and shiny." Jim elucidated: "The boy's eye is caught by all the brass and nickel work of the specialty lines. He seems to like to futter around amongst the tools and things too. He makes me take him down at times, just as though it was a show."

"What are you fellow's so busy about?" I turned around. It was Jim's wife. She was an entrancing picture as she stood there smiling quizically at her family. The domesticity of the scene was heightened by the dish towel in her hand, as she softly rubbed an already resplendent bowl.

"Collecting opinions on what makes hardware stores attractive," I said.

"Do you want mine?" she asked.

"Sure thing," I said.

"Then I'll tell you . A hardware store to be attractive should first of all be neat and clean, always. Get that now; always neat and clean. Next to that, I want the price right; also I want to be able to pull things around and to be able to see things spread out before my eyes in baskets and things, so that I can compare quality, size, and so on. Paper and words are well enough to transmit price comparisons on, but not the others—they're too subtle."

The speaker rose. "So that's a woman's opinion about a man's business that depends upon pleasing women for its success, and I'm going back to my dishes."

Jim looked after her admiringly. "She's some right. Still, I don't altogether agree with her. She's taken up too much by the mere appearance of things—the same as the boy when he says he likes the shine of a hardware store. Personally there are just two things, and in the order named. I insist upon quality or quality value and service. The price is a minor consideration, but it is automatically regulated by the matter of quality. That is a high quality article can be sold to a discerning buyer at any price. It's like some markets to-day: it's not a question of price. It's a question of delivery. And, I tell you, the delivery of first quality goods is one of the hardest propositions in the world from a buyer's standpoint."

"Well, here I am forgetting all about old Rip Van Wrinkle.

"My brother-in-law was up a few days ago. He keeps a hardware store just outside the city. He's full of live wire stuff; just a kid, but he's made his way by hard work and hitting the bit. Started in a little two-by-four hole-in-the-wall plumbing place; studied nights, drew up all his own plans, and did all his own jobs. Consequence: in a year's time he had his opposition working for him as a journeyman plumber, and he blossomed out into the hardware business in a small way. That was five years ago, and now he has a rip-starter of a store and eight men working for him.

"He told me he had just finished taking stock and he'd surprised himself. He'd done thirty-eight hundred dollars more business than he thought he had, and he blamed it all on his new line—auto accessories. He says that it's pulled him out of what would have been a bad year for him, and made it a banner one instead. He's even branched out into selling cars. He says it's a wonder, and he specializes on specialty lines, too. Has a big range of stock, but a slim showing of each line. Great head.

"Well, I got side-tracked. The kid inquired, just as you did, as to whether there was a hardwareman up here. I told him about my dead friend without wising him up to the moratorium feature of the case, and he said he thought he'd go up and take a look around, as he always did in a strange neighborhood, to see if he couldn't pick up some ideas. So off he went.

"He was back in half an hour. I thought he would bite his own ear. He was that mad. He said it wasn't a store. It was a hole in the wall. Old Rip had talked hard times, but on the whole was pretty well satisfied with what he called his 'business.' It seems that because he had equalled the business of the year before, and because he turned his stock over twice a year, he thought he had done splendidly. There were tears in his eyes as big as three-inch nuts. The kid himself you know makes a regular ball out of his stock. It doesn't turn over. It simply rolls along over and over like a ball. I laughed and told him of my experience. The recital actually grieved him. It hurt the hardware part of his soul, I think."

Jim paused and looked at me thoughtfully. "I wonder what it is that makes a good hardwareman get so worked up over slipshod methods and lost sales opportunities on the part of dead ones? His latent power of salesmanship?"

I couldn't answer his question. Can you?

WHAT OTHER PAPERS SAY

USE PRESENT COST AS BASIS

From Canadian Grocer

Attention of our readers is directed to the first article in this week's issue based on replies of some thirty-five merchants to an important business management question. The question was asked whether the dealer favored basing his selling price on the original cost of the goods, or on what it would cost him to replace them. The answers show the majority are in favor of present cost; that is, if they purchase an article for a certain price and before it is all sold the price advances, they advance their selling price accordingly. In other words, they favor taking advantage of the profit accruing to them from their good buy.

Others, however, do not favor this or at least they do not always follow this course. Many claim to be governed by competition. If their competitors took advantage of the rise in the market, they say they would do the same, but when their competitors continue to sell at the old price, they deem themselves to be in duty bound to do the same.

The question, therefore, has brought up a difference of opinion and will bear further discussion. If a farmer buys a horse at $100 and finds that through some cause or another the price of horses advance, and in six months' time he would have to pay $150 for the same horse, is he going to consider its value at $100 or $150? The answer is obvious. Why shouldn't the retailer who happens to get in right on a particular market take advantage of the rise in that market. That is logical reasoning, but if, of course, competition is so keen, as a number of dealers say it is, then this method might not always be the best one to pursue. Nevertheless, it is undoubtedly a sound business principle to base prices on present cost.

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CONSIDERATION DUE THE TRAVELER

From Men's Wear Review

The attitude of the merchant toward the traveling salesman should be based on business principles. The merchant should accord to the representative of the manufacturer and jobber the same consideration and attention that he in turn expects from his customers.

This is not always found to be the case. A contemporary cites the following incident to show what the traveling man has sometimes to contend with. The senior partner of a big importing house, being not altogether satisfied with the returns of a junior traveling representative, called the young man into his room and asked him to give a demonstration of how he tried to sell merchandise. The traveler did so in a manner, respectful, dignified and convincing, but the proprietor thought that he could improve upon it, so he told the salesman to sit at his roll-top desk and play the part of a retailer, while he went outside to act the drummer. The chief, outside the room, knocked at the office door. No answer. He knocked again and louder. Still no answer. So he opened the door and walked in, to find his erstwhile salesman with his feet on the roll-top desk and a pipe in his mouth. "Get out o' here!" he shouted to the supposed salesman. "But you don't know what I ———." "I don't want to know! I don't care what you've got, or who you are!" blared the man at the desk. "You're the sixteenth salesman who's called here to-day, and that's enough for me. Git!"

This anecdote may be tinctured with a certain degree of exaggeration, but it is nevertheless true that the traveling man frequently has to face indifference and even discourtesy. It is in the interests of the retailer to at least give the traveler a hearing. He may have something worth while to sell and, in any case, is a fellow salesman and as such deserving of friendly consideration.

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HOW ADVERTISING TENDS TO REDUCE SELLING COST

From Printers' Ink

"The most important function of advertising is in causing greater concentration in industry," said Edward A. Filene, of the famous Filene store, in Boston, in a recent address before the members of the Los Angeles Advertising Club. "Large advertising tends to concentrate business into larger units, and this is a good thing, because it tends to reduce the cost of selling. The cost of doing business at retail in this country to-day is simply disgraceful—and this is not the individual retailer's fault, either. It simply means that we are inefficient about it—there are all sorts of wastes and dislocations in the process of getting goods from the manufacturers into the hands of the consumers. I believe in large advertising because I know that it reduces the cost of doing business, and therefore gives the goods to the consumer more cheaply. I don't mean, however, that retail business must develop only along the line of the department store—there is just as much opportunity to concentrate in the selling of a specialty. Filene's is a specialty shop doing a $10,000,000-a-year business.

"Retail advertising at present is done very badly, it seems to me, in spite of the fact that we are training ourselves to do better work and through the medium of advertising clubs and similar organizations to know more about it. We educate the public to expect special bargains at reduced prices when the moon is in some particular quarter, or at the full—and yet our fixed costs, our expense of doing business, remain the same, day in and day out. Our institution has done away with special sales and bargain inducements altogether, and we find that it works, in the long run, to our very great advantage. Though I believe that most men are good at heart, and will do the right thing if they are intelligent enough to see what it is, we business men have fallen into a habit of conventional misstatement in our retail advertising which we first endure, 'then pity, then embrace'—and finally forget that it is wrong.

"If we don't get returns from our newspaper advertising it is largely our own fault. People won't respond to advertising if they have no faith in the paper they read. We foolishly and wastefully encourage disbelief in advertising by allowing the newspapers to print our ads alongside those of patent-medicine quacks, get-rich-quick schemers, 'massage parlors,' and so on. It isn't enough to have a majority of the ads in the paper honest—you can't tolerate an egg which is nineteen-twentieths good!

"Advertisers have no business to try to interfere in the editorial policy of the newspapers in any way whatever. When they do so, they simply destroy the confidence which the readers have in the paper, both the news and advertising columns. It doesn't matter what the editorial policy is, it can't hurt any legitimate advertiser—if it is an honest policy. I think the endeavor to get publicity in the form of news articles is absolutely wrong. If the facts involved constitute real news, the papers will publish them anyhow; and if they are not real news, we have no business to try to force them into the paper. The attempt to shape the editorial policy of the newspaper results in the formation of a vicious circle—it hurts the readers and hurts the advertisers and, finally, it hurts the city. If there are things that are wrong anywhere, the sooner the light of publicity is shed upon them the better. You can't stop an epidemic of typhoid or yellow fever by covering up the facts."

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GROUND GLASS

From Paint, Oil and Drug Review.

Few people realize that ordinarily, glass, if powdered, makes a fairly good abrasive.

The only difficulty in the past has been that glass, when reduced to a certain size, is so hard that grinding machinery would not pulverize it. Lately, however, owing to the increased demand, machines have been made to do the work very satisfactorily, and the dealer is able to obtain ground glass, the same as he does emery, pumice stone, and similar abrasives.

There are only one or two firms in the United States in a position to furnish the pure glass in this form, and the use of it is increasing constantly. Many of the paint stores have been handling ground glass under the name of "Diamond Dust," and you have, no doubt, noticed the uneven particles which made the so-called "Diamond Dust" practically useless for any fine work.

Now that it is possible to obtain ground glass evenly graded, there is no reason why the sale should not increase considerably. Glass can be used for joint valves on automobile engines, and a number of other purposes where a hard abrasive is necessary.

On first thought, it would seem that the price of the glass would be very low, considering that junk glass could be used, but in order to turn out a good product, it is necessary that the glass be clean and all of the same quality, for instance, plate glass should not be mixed with broken milk bottles, beer bottles, etc.

It is found that the greatest demand today is for the ground plate and window glass, but as it is much cheaper to grind quartz and similar stone, many are selling quartz, etc., for ground glass, which, for some work, of course, will not stand up.

Taking the glass cullet to begin with, it is not a very difficult matter to grind down the material to a fineness of about thirty mesh, but the difficult process starts at that point, when an effort is made to reduce it to 100 mesh and finer.

The hardest steel will be pitted by the small glass particles, and the conveyors and other machinery for handling it soon becomes worn out. This, in itself, is quite an expense.

The next process is the bolting. In order to get a fine mesh of any material, it is necessary to use silk on the sieves. With ground glass the silk does not last very long, and it needs constant watching and replacing. Therefore, what appears at first to be a simple and cheap process, becomes a rather expensive proposition before the material is finished. In fact, the wear and tear in a glass mill is more than any mill known. Granite and hard rocks are child's play as compared with glass when it comes to grinding.

To prove it, take an insulator off a telegraph pole and try and break it. You will find it harder than any granite obtainable.

HARDWARE LETTER BOX

Built-In Range

H. Occomore Co., Guelph.—Please advise where we can purchase a built-in steel range similar to the old English style of range.

The above are made by Wrought Iron Range Co., Toronto, and Geo. Prowse & Co., Montreal.—Editor.

Bon Ami Oil Stoves

William Lochead, Forest, Ont.—Please give name of distributor in Canada for the Bon Ami oil stove.

The Bon Ami stove is distributed in Canada by McClary Mfg. Co., London, Ont.—Editor.

Diamonds Re-set

The Lougheed Hardware Co., Lougheed, Alta.—Please advice where we can have glass cutting diamonds re-set?

Diamonds can be re-set by Sharratt & Newth, London, England, represented in Canada by A. Ramsay & Son Co., Montreal; A. Shaw & Co., London, England, represented in Canada by Hales Bros., 3 St. Nicholas street, Montreal. —Editor.

Air and Electric Screw Drivers

Beatty Bros., Fergus, Ont.—Please advise where we can secure air and electric screw drivers. Also please give address of the Cordage Trade Journal.

Compressed air and electric screw drivers are made by Independent Pneumatic Tool Co., Chicago Ill.; Cleveland Pneumatic Tool Co., Cleveland, Ohio. The Cordage Trade Journal is located at 81-83 Fulton street, New York.—Editor.

Mendets

The Rogers Hardware Co., Charlottetown, P.E.I.—Please let us known who manufactures Mendets, for mending enamel and tinware.

Mendets are made by Collette Mfg. Co., Collingwood, Ont.—Editor.

Ferrules

R. T. Holman, Ltd., Summerside, P. E.I.—Please furnish us with a list of the manufacturers of hoe, rake and fork ferrules.

Ferrules are made by the following firms:—Flay Bros., London, Eng.; H. Mueller Mfg. Co., Sarnia, Ont.; Williams Bros. & Piggott, Birmingham, Eng.; Canada Axe & Harvest Tool Co., Montreal, Que.—Editor.

Crown Herald and Derby Oak

A. Koenig, Paris. — Kindly advise names of manufacturers of Crown Herald Range and Derby Oak stoves.

Can any of our readers kindly supply the desired information.—Editor.

Burlap

T. Dodds & Son., Watford, Ont. — Please supply names of manufacturers of burlap for interior decorating.

Burlap is manufactured by Dominion Oilcloth Co., Montreal, and the Cott-a-Lap Co., Walkerville, Ont.—Editor.

Flat Springs

The Kyle Malleable Castings Co., Merrickville, Ont.—We desire to purchase some flat springs. Please give names of manufacturers. Springs are made by Steel Co., of Canada, Ltd., Hamilton; St. Lawrence Steel & Wire Co., Gananoque, Ont.; B. J. Coghlen Co., Montreal, Que.; Cleveland Wire Spring Co., Cleveland, Ohio; Union Spring & Mfg. Co., Pittsburg, Pa.; Cary Spring Works, 240 W. 29th street, New York; National Mfg. Co., Worcester, Mass.; Wm. D. Gibson Co., 27 Huron street, Chicago, Ill.—Editor.

George E. Smith & Co., Halifax,—Will you be good enough to tell us in the columns of your paper the names of some firms in Canada who make a specialty of manufacturing or dealing in cabinets and furnishings for hardware stores?

Cameron & Campbell, Toronto; Walker Bin & Store Fixture Co., Berlin, Ont.; Dennis Wire & Iron Works Co., London.—Editor.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

176. **Tinned wire for weaving spring mattresses.**—A Glasgow house wishes quotations in gauges from 21½ to 23, and made up in coils.

177. **Asbestos cement building sheets and roofing shingles.**—A Glasgow firm would like to have direct quotations from manufacturers.

178. **Trinidad asphalt felt roofings.**—A firm in Glasgow is open to receive direct quotations from Canadian firms.

179. **Cotton duck and cheap belting duck.** —A Stirling firm wishes quotations for the above: Cotton duck, 52 inches 10 ounces, 12 ounces, 14 ounces, 16 ounces, 18 ounces, 20 ounces, 22 ounces. Cheap belting duck, 42 inches and 45 inches (basis 42 inches 32 ounces and 42 inches 30 ounces).

180. **Asbestos cloth.**—A Scotch house desires to hear from Canadian exporters of asbestos cloth, metallic and non-metallic.

181. **Wire, wiped and soft galvanized.**—A firm in Stirling is open to purchase from Canada.

182. **Oxide of zinc.**—A Scotch rubber company asks to hear from Canadian exporters.

183. **Barytes.**—A Stirling firm would like to receive quotations.

185. **French chalk.**—Some importers in Stirling would like to receive quotations from Canada.

186. **Red oxide of lead.**—A Stirling house wishes to correspond with interested Canadian exporters.

187. **Litharge.**—A Scotch firm asks for quotations.

188. **Antimony.**—A Stirling house desires to hear from Canadian exporters of antimony: Crimson and golden 15 to 17 per cent. free sulphur. Crimson without free sulphur.

190. **Leather belting and compressed asbestos jointing.**—A London house desires prices.

191. **Steel products.**—A Glasgow firm wishes to receive quotations for mild steel billets, blooms, slabs and sheet bars, mild steel round bars, etc., Siemens-Martin wire rods, Siemens-Martin soft drawn wire, bolts and nuts, rails and kindred products.

195. **Screw nails, wire nails in kegs (also made up in packets in cases), mild steel hoops, small sizes iron.**—A large Glasgow importing house will be pleased to receive quotations on the above.

198. **Asbestos yarn.**—A firm in Glasgow wishes to receive prices for two tons of asbestos yarn, without cotton, c.i.f. Glasgow. Sample may be inspected at Department of Trade and Commerce, Ottawa.

200. **Rubber goods of all classes, asbestos goods, electrical goods for insulating purposes.**—A Glasgow firm, large importers from the United States, is desirous of obtaining quotations from responsible Canadian firms.

203. **Mild steel.**—A Glasgow firm wishes to receive quotations c.i.f. Glasgow on mild steel butt welded tubes 1¼-inch o/d by 10 W.G. thick in lengths 13 feet, 13 feet 6 inches, and 14 feet, cut to dead lengths: also mild steel sheets from 13 to 17 W.G. to length and width which will be given, and mild steel bars 1 inch by 3/16 inch; 1 inch by ¼ inch; 1½ inch by ¼ inch; 1½ inch by 5/16 inch; 1½ inch by ⅜ inch; and 2 inches by ⅜ inch, also 15/16 diameter.

204. **Mild steel sheet bars or billets.**—A Glasgow firm wishes to receive quotations c.i.f. for the above, 8 inches, 10 inches and 12 inches wide by 11 pounds to 50 pounds per lineal foot from 15 feet to 16 feet long. Are open to negotiate business to the extent of 1,000 tons weekly.

206. **Galvanized iron.**—A Scotch firm asks to receive quotations from Canadian exporters.

207. **Steel wire.**—A Renfrew firm desires to hear from Canadian exporters of steel wire.

208. **Manufactured asbestos.** — A Scotch house wishes to hear from Canadian firms desiring to export.

209. **Agency for iron and steel.**—A Glasgow firm formerly representing German exporting houses, wishes to obtain the agency of a Canadian iron and steel manufacturer with a view to future business. Territory: Scotland and the North of England. Best references.

210. **Asphalt roofing and asbestos cement sheets.** — A South African manufacturers' agent, who will be in London until March 18, wishes to secure the representation for the Cape Colony of Canadian manufacturers of asphalt roofing (upon the lines of rubberoid), and also of asbestos cement sheets. Samples of roofing are in the possession of the Department of Trade and Commerce. (Refer File A-1737.)

211. **Toys, novelties and electrical fittings.** —A London firm of manufacturers' representatives wishes to obtain, either upon a commission basis or to purchase outright, Canadian small toys (metal and wood), novelties and electrical fittings.

212. **Lawn mowers.**—A Durban firm of importers asks for catalogues and prices f.o.b. Montreal or St. John, on Canadian-made lawn mowers.

213. **Slates.**—A Durban firm makes inquiry for possible supply of school slates from Canada.

EVENTS IN THE TRADE

Fire Losses

Gleichen, Alta. — Fire destroyed Bray's hardware and furniture store.

Hardwaremen Enlist

Hamilton, Ont.—George Howieson, of Wood, Vallance & Co., has enlisted with the 173rd Battalion.

Died at the Front

Medicine Hat, Alta.—Word has been received of the death while on active service in France, of Lance Corporal James J. Morrison, who prior to enlisting was bookkeeper for the Marshall-Mitchell Hardware Co.

New Firm

Kamsack, Sask. — The Kamsack Plumbing & Heating Co., has started in business here. J. G. Hallson, of Hallson's Hardware, is connected with the new firm.

Winnipegers Enlist

Winnipeg, Man.—J. B. Ellis and R. T. Mitchell of the Winnipeg Paint & Glass Co., have enlisted for actice service; also W. Harrison, of the Martin-Senour Co. M. Richmond, of Beatty Bros. staff has enlisted for active service.

Join Beatty Bros. Sales Force

The following have recently joined the sales force of Beatty Bros., Fergus, Ont.: Geo. McQuiggan, Aylmer, Ont.; A. F. McDonald, North Lancaster, Ont.; R. H. Brown, Ottawa; E. H. Brown, St. Louis de Gonzaue, Que.; D. W. Tait, Sussex, N.B.; Albert Orton Barne, Ont.

Move to Berlin

Berlin, Ont.—Doon Twines, Ltd., Doon, Ont., have closed negotiations for the purchase of the new plant erected last year by the Regal Auto Company. The Doon Company will take possession of a portion of the building almost immediately. The plant in Doon will be closed down owing to the difficulty experienced in securing necessary help.

Personal

R. S. Nelson, for the past year with Rice, Lewis & Son, Toronto, has moved to Orillia to take a position in Parson's new hardware store.

Fred S. Bailey, who for a number of years has been selling ready roofing has joined the sales staff of the McFarlane Ladder Works, Toronto, and will cover Western, Ontario.

J. McCormick, for the past nine years connected with the sales department of Mussens Ltd., Montreal, has resigned to take a similar position in the machine tool department of the Canadian Fairbanks-Morse Co., of Montreal.

F. W. Evans has been appointed manager of the Toronto sales branch of the Canadian Fairbank-Morse Co., on Front street. Mr. Evans was until recently in charge of the machine tool department at Toronto and previously to that held a similar position at the head office in Montreal, moving to Toronto, when this department was moved to that city.

Business Changes

Vancouver, B.C.—Patterson & Goldie have dissolved, J. Patterson retiring.

Edmonton, Alta.—The Ross Harlware has removed from here to Dowd, Sask.

Vancouver, B.C.—The B.C. Hardware Co. has dissolved partnership, J. L. Jenks retiring.

Balmoral, Man.—McLaren & Barbour hardware, has been dissolved, J. L. Barbour continuing.

Blyth, Ont.—L. J. Williams has purchased the hardware business of L. O. Charlesworth.

Durham, Ont.—Wm. Black, for many years in the hardware business here, has disposed of his busines to Shirley McIntyre.

Alvinston, Ont. — J. E. Hussey, of Hussey & Kindle's hardware has disposed of his interests to Gordon Chambers.

Lethbridge, Alta.—The partnership of Hart, Patterson Co. has been dissolved. Mr. Patterson retires from the business on account of ill health. Mr. Hart will carry on the business at their new location 418 13th street.

To Build Plant in Hamilton

Hamilton, Ont. — The Stanley Steel Company, with headquarters in this city has been granted a federal charter with a capital of $2,500,000, and it has been announced by Lieut-Col. A. F. Hatch, who will be the vice-president and treasurer of the company, that a large plant will be erected as soon as the frost is out of the ground. Plans for the building will be prepared at once. It will be erected on a site close to the premises of the Canada Steel Goods Company, of which Mr. Hatch is president. E. A. Moore, vice-president of the Stanley Works, of New Britain, Conn., will be the president of the company. The Stanley Company has extensive steel interests in many parts of the State. The Canadian company will be an entirely separate concern. The incorporators of the company are Lieut.-Col. Hatch and his son, Frederick Hatch and T. C. Haskett, K.C.

Appointed Manager Ontario

S. W. Smith has been appointed manager of the Ontario division of Brandram-Henderson, Ltd., and the Pinchin-Johnson Co., of Canada, with headquarters at Toronto. Mr. Smith, who succeeds E. F. Lowe, was formerly manager of the Maritime division, and was located at Halifax, N.S. Mr. Smith has also been in charge of the export department. Mr. Lowe, the former manager, has moved to Detroit, Mich., to go into the automobile supply business.

Australian Buyer in Canada

H. B. Lee, of Messrs. E. L. Yencken & Co., Proprietary, Limited, prominent paint, oil and wallpaper, warehousemen of Melbourne, Australia, is due to arrive in Toronto in the near future. He will make this city his headquarters for a brief period when calling upon Canadian manufacturers supplying such goods as his firm requires. The lines in which his firm are interested are wallpaper, paint brushes, brushware, picture mouldings, gold leaf or foil, paints, glass, etc. He was due to arrive in Vancouver on March 9 by the steamer Niagara. His itinerary included Chicago and Pittsburg, before arriving in Toronto. Letters addressed to Mr. Lee in care of the Canadian Manufacturers' Association, Traders' Bank Building, Toronto, wil reach him on his arrival.

Incorporations

Frost Steel & Wire Co., capitalized at $6,000,000, head office Hamilton, Ont., to manufacture and deal in iron, steel and all other metals from the ore to the finished products.

The Dominion Dustless Sweepers, Ltd., has been incorporated at Ottawa, with a capital of $200,000 to manufacture street cleaning machinery, at Peterborough, Ont.

The Canadian Germicide Co., has been incorporated at Ottawa with a capital of $40,000 to manufacture germicides, disinfectants, antiseptics, etc. Head office to be situated at Toronto, Ont.

HIGH MILITARY HONOR

In the confirmation of the nomination of Lt.-Col. Robert Starke, Montreal, as brigadier commanding the 12th Infantry Brigade, a prominent figure in the Canadian wholesale hardware trade has been elevated to a high military honor, and one which has been earned by a lengthy and faithful service—a service which commenced thirty years ago as a private. Lt.-Col. Starke, who succeeds Brigadier General A. E. Labelle on the completion of the latter's term this month, has for a number of years been a member of Starke-Seybold, Limited. He will assume his new command immediately; the brigade is made up of four Montreal regiments.

Although comparatively a young man, Lt.-Col. Starke is one of the most experienced and most respected soldiers of the garrison, and wears both the Long Service Medal anl the Officers' Decoration for Long Service. Donning the uniform of the Crown as a private of the Third Victoria Rifles, he served in the ranks for some time before taking a commission as a lieutenant and then worked up until he won the title of officer commanding. After going to the reserve of officers he felt the call of duty with the outbreak of the war and returned to military work in order to do his bit in preparing men for overseas service. His work with the McGill C. O. T. C. during the war period has won the high commendation of both Field Marshall H.R.H. the Duke of Connaught and Brigadier General Wilson, who formerly commanded the brigade from which General Labelle is now retiring. Milestones in this career are: 1886, joined Victoria Rifles as a private; 1896, commissioned as lieutenant; 1907, made commanding officer with rank of Lt.-Col. after holding rank as captain and major; 1912, gazetted brigade-major of the 12th Brigade (although on the reserve); 1914, made commander of the McGill C. O. T. C. In 1905 he was elected president of the old Montreal Military Institute.

Although at the time he entered the ranks of the Victoria Rifles the youthful soldier was just able to get by, his experience in the hardware trade goes back even further, for it was about 1882, when he became connected with the old firm of Benny MacPherson & Co. Later he was for a period of nine years with the Peck Rolling mills, where he gained valuable insight as to the manufacturing end of the hardware business. Next he became associated with the wholesale firm of Howden, Starke & Co., a company with which his brother was then connected. Later through reorganization this concern became what is now known as Starke-Seybold, Limited.

Twenty Years Ago

In the Hardware Trade

The following items have been taken from the issue of Hardware and Metal of March 14, 1896:

A. B. Wiswell has been admitted a partner in the firm of A. M. Bell & Co., Halifax, N.S.

Editor's Note.—A. B. Wiswell is now president A. M. Bell & Co., wholesale and retail hardware, Halifax, N. S.

* * *

Hockey teams from the establishments of Frothingham & Workman and Caverhill-Learmont & Co. met on Crystal ice on Tuesday evening to decide the championship, which has for some years been held by Caverhill-Learmont & Co. There has been a long standing rivalry between the two teams, and a keen, hard match resulted. When time was called at the end the score stood 3-0 in favor of Frothingham & Workman, who thus won the championship, and incidentally administered a coat of whitewash to their opponents. The line-up of the players and officers was as follows:

Lt.-Col. Robert Starke, Montreal, who will succeed Brigadier General A. E. Labelle in command of 12th Infanty Brigade.

Frothingham & Workman		Caverhill-Learmont
G. C. Morris	goal	F. Newman
T. Wall	point	G. McGowan
G. C. Davis	cover	J. Davidson
E. W. Monk		Geo. Jordan
A. E. Warren	Forwards	J. E. Botterel
A. E. Carmichael		A. Bain
L. J. McMahon		F. Cockburn

Referee—W. Barlow.
Umpires—M. J. Polan and W. Ainslee.

Editor's Note:

In turning back the clock for twenty years Hardware and Metal found that those of the participants in this hockey duel of years ago who were approached for information had a very vivid recollection of many of the features of the event—some of which (such as the score) had naturally impressed one aggregation more than the other. Also the mention of the names of friend and foe of that strenuous hour revived many memories.

The names of the two umpires were recalled with regret for they have since departed this arena of the greatest of all games. Let us hope that any animosity which may have been felt towards these officials in the heat of combat has long since been forgotten—we know it has.

As to the game itself there is a unanimous recollection of the fact that there were two or three inches of water on the ice—preferably three. The outcome, according to the evidence, which we feel predominately was in favor of the Frothingham crew over that of the craft of Caverhill, but, even so, the latter claim that "if we did lose that game it was about the only one we did in many years." Further report even now echoes out of the years that there was more than glory at stake on the victory, and that there were higher powers than the participants concerned with the outcome; even now it is recalled that this was incentive to additional effort because "higher powers" do not sometimes see the humor of defeat when having something "on" the game.

Of the participants it would be impossible to trace their various careers, but these are indicated to some extent in their present occupations:

Frothingham & Workman Team

Geo. C. Morris is an insurance adjuster, St. James Street, Montreal. He is at present very active in military matters as an officer of militia.

T. Wall is manager for Montreal of the A. G. Spaulding Company, being more concernod now with the selling of sporting equipment than the using of it.

G. C. Davis is the managing director of Frothingham & Workman, Limited, having worked to a high position with the firm he represented in the game.

E. W. Monk is sales manager of the Canadian Express Company at Montreal.

A. E. Warren is another who stayed with the old firm and is now one of the buyers.

A. E. Carmichael felt the call of the West and is in business at Hanbury, Sask.

L. J. McMahon, who later became an athlete of considerable reputation, is now secretary to the manager of the Bell Telephone Company at Montreal.

Caverhill, Learmont Team

F. Newman, who prior to enlisting was associated with the Canadian Fairbanks-Morse Co., has joined for active service, with a commission as major of the 53rd at Toronto.

G. McGowan is still with Caverhill, Learmont & Co., having charge of the consignment of orders of general hardware.

J. Davidson is now the comptroller at the Windsor Hotel, Montreal.

Geo. Jordan is still in Montreal being identified with Tooke Brothers.

J. E. Botterel went west and is to-day a partner in the firm of Baird & Botterel, engaged in the grain business at Winnipeg.

A. Bain is another who continued to follow the hardware business with marked success, now being manager at Vancouver for the wholesale firm of E. G. Prior & Co., Limited.

F. Cockburn, who must have been youthful in those days—for he still is, or seems to be—is still connected with the firm, having charge of the pricing of the general hardware lines.

The Officials

W. Barlow, who acted as referee, was for many years prominent in hockey circles in Montreal, and was a member of the championship team of the M.A.A.A.

M. J. Polan and W. Ainslee, the umpires, as stated, are both deceased. The former was connected with Frothingham & Workman, Limited, and for a time played championship lacrosse, being captain of the Shamrocks for a period. The latter was employed by Caverhill, Learmont & Co.

* * *

W. H. Evans, of the Canada Paint Co., Toronto, has been elected a member of the Toronto Athletic Association. Mr. Evans is a firm believer, evidently, in the Latin motto: Mens sana in corpore sano (A sound mind in a sound body.)

Editor's Note.—Wm. H. Evans is now a resident of Montreal, where he conducts a manufacturers' agency.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Another heavy list of price changes has been issued. The changes are of far-reaching importance to the trade. Although prices on many lines of iron and steel products are abnormally high at present, there are evidences of further advances which in all probability will go into effect in the near future. Wholesalers report that country trade is brisk. City trade has been temporarily halted by the recent cold weather and heavy snow falls. The outlook for spring is bright, but there will undoubtedly be shortages of many hardware lines. Lead continues as the feature of the metal markets and is now quoted over 7c at New York and St. Louis. The high price of pig lead has affected the price of many manufactured products. Among the many lines which have advanced during the week are: Flat and round head bright wood screws, wire staples, roofing, building paper, rifles and shot guns, emery and sand paper, shot, farm bells, curtain rings, snare wire, anchors, shoe thread, gun and rifle covers, hand saws, taps and dies, tin, lead, plate and sheet glass, axes, hatchets, bar iron, refined and horseshoe iron, domestic, tire and toe chalk steel, lead pipe, lead sheets, pipe fittings, cut nails, arsenate of lead, turpentine. A new list has been issued of extras for galvanizing nails. A new list has been issued on ship augers. New lists have been issued for small sizes of auger and car bits. A number of further price changes are predicted in the reports which follow. Readers will note that many of the price changes announced this week have been predicted by HARDWARE AND METAL for some time past, and they will not come as a surprise to those who have been following the market reports. It is utterly impossible to enumerate, in the space devoted to markets at a glance, a complete summary of the many important price changes and features of the week. Readers are therefore advised to read closely all the market reports which follow. The hardware markets are to-day in a condition such as has never existed before and the only way to keep posted is by closely following the weekly market reports.

MONTREAL

MONTREAL, March 15.—The comparative lull noted in the hardware trade during the first days of the month has been succeeded by activity quite equal to the good showing which has been made since the first of the year. This applies to general staples for country points in heavy hardware and in the city trade there is less activity. Very cold and unseasonable weather may be responsible to some extent for the quiet sentiment in the city but outside the effect is not noticeable and such warm weather lines as lawn tools are beginning to move in fair volume. Deliveries of general shelf goods are very good for the season but shipments of heavy hardware will be somewhat restricted until the first of April ; from that date there will be a very heavy movement throughout the greater portion of the month the first rush being revived as usual with the opening of navigation about the 15th of the month.

Reference to the price situation is only a repitition of what has been said regarding the continually advancing advance of prices in practically every branch of the trade. This week there are further increases in many lines of manufactured iron and steel and large number of the more highly manufactured products handled by the trade. Also it is noted that there is a more than usually large number of miscellaneous items to which detailed reference cannot be made. Particularly in the heavy goods, predictions are being made of further increases from time to time until the situation clears itself—and when the, clearing will commence cannot yet be forecast.

Although lead is the feature of the metal markets and promises to create new high records in the near future, the fact that tin is 5 cents higher in New York than it is in Montreal is perhaps more interesting. This is explained in that tin is about the only metal which the United States imports in large amount and under war restrictions (which do not apply to Canada) shipments are only made from London under special permits. For this reason Montreal follows London on tin, whereas on all other metals New York is a direct factor in the local quotations.

Advances are recorded this week on : bar iron, refined and horse shoe iron and mild, band, sleigh shoe, domestic, tire and toe calk steel; lead pipe, lead sheets, pipe fittings, nails (wire, cut and roofing), galvanized, plain steel, hay, stove pipe and other wire, staples, screws, axes, hatchets, augers, shot, roofing materials, farm bells, sand and emery papers, curtain rings, snare wire, anchors, axle washers, shoe thread, gun and rifle covers, Butterfield goods, Disston's saws, etc.

Tin Higher and Firm.—There has been an advance of half a cent for tin during the week and the market is firm on the increase. In the same period New York has advanced 7 cents and is now 5 cents higher than Montreal. The explanation of this seemingly extraordinary situation is that at the present time tin is the one metal on which Montreal follows London rather than New York. The reason is that the United States has to import its tin and that there are restrictions agains shipments from London to that country which do not apply to Canada. On other metals which the United States produces New York is the dominant market on his side of the water. The American situation appears to be due to a shortage of spot supplies following a period in which receipts have been small. Montreal quotation : 49½c.-50c. continued firm.

Copper Remains Steady.—There has been practically no change in the market situation as regards copper during the week, and the advances which were scored on the sensational upward movement of some weeks ago are still maintained. The American situation indicates dullness, with consumers well covered, and a tendency to cut quotations to some extent. The American production of the metal continues on a record-breaking basis. Montreal quotation : 32c.-32½c. steady.

Lead Scores Big Gain.—The lead market continues to be the feature of local situation in metals and the price has been up 1½c. since last report. The indications are that still higher quotations may be expected. The market is following New York closely. The American Trust quotation has been marked up to a basis of 6.6c., but this is no indication of the spot situation. Quotations for ready delivery in New York are now 7c. to 7¼c.

or about the same level as reached at the peak of the 1915 movement when the Trust went to 7 cents. The amount of lead available between now and the end of April is reported to be so small that if the demand continues new high records are likely to be established. Montreal quotation : 10¾c.-11c. strong.

Spelter is Easier.—The situation in spelter continues somewhat easier, with the result that the quotation has been marked down 1 cent locally. Montreal is acting in sympathy with New York and London and the latter has recently reported substantial declines. This followed the threat of the British government to stop trading in metals in England. Spelter is the only metal to be adversely affected. Conditions are so unsettled that many American producers are not naming any prices at all and are waiting for the market to establish itself. An explanation of the violent decline in London is being awaited. Montreal quotation : 23c.-23½c. unsettled.

Other Metals.—The markets for antimony and aluminum show no change since last report although in each case the American prices show slight declines. Antimony is still quoted at 48 cents and aluminum is nominal at about 68 cents. Sheet zinc is somewhat easier but as yet there have been no changes in quotations: casks 31 cents and part casks 31½ cents.

Solder is Strong.—With the continued strength in the tin situation, solder is strong on the recent advances, and still higher prices are to be looked for. While there is a wide range in prices as between different qualities the general situation is indicated by the following quotations : Commerical half-and-half 29c.-30c.; Strictly half-and-half 31c.-32c.

Iron and Steel Situation.—A description of the situation in the iron and steel markets is simply a repetition of what has been said for many weeks ; there is a still increasing difficulty with regard to getting supplies. Future deliveries are being deferred further and further when booked at all and deliveries from stock are steadily advancing with the exhaustion of available supplies. Under these conditions there are further advances for several lines of manufactured steel and iron and further changes in an upward diection are being contemplated.

Iron and Steel Advances.—Following the prediction of last week that there would be an advance on bar iron in sympathy with the American situation, the price has been marked up 20 cents. At the same time there have been increases on refined and horseshoe iron and mild, band, sleigh shoe, domestic, tire and the toe calk steel. New quotations follow : Common bar, per 100lbs, $2.65. Refined iron, per 100 lbs. $2.90. Horseshoe iron, per 100 lbs. $2.90. Mild steel $3.05. Band steel $3.05. Sleigh shoe steel $3.05 Domestic $3.05. Tire steel $3.15. Toe calk steel $3.95..

Pipe and Tubes.—The general advances on black and galvanized wrought iron pipe referred to last week have gone into effect and the market is firm at the higher level. There have been still further advances on tubular goods in the United States and for this reason a further marking up of pipe would not be a matter for surprise while boiler tubes may be expected to go up in the near future.

Boiler Plates.—Although there is no general change made in the quotations for boiler tubes this week, advances may be expected before next report. It is pointed out that at the present time deliveries from stock at New York are on a higher basis than has been quoted to the trade here. This is a typical example of the recent developments in the market for manufactured iron and steel.

Sheets are Firm.—There are no changes this week in the quotations for black or galvanized sheets or Canada plates, but the market is very firm and dealers can see nothing but higher prices unless there is some change in the manufacturing situation which cannot at present be forseen.

Lead Pipe up Again.—Following the advance of 1 cent per pound on lead pipe last week, the effect of the advancing market for pig lead has been such that another increase of 1 cent has been made. The quotations now are : $12.50 for lead pipe and $13.50 for lead waste pipe.

NEW DISCOUNTS ON SCREWS

The advance on wood screws predicted in Hardware and Metal last week has gone into effect and the discounts now being quoted are as follows:

Flat head bright, 80 and 10 p.c. off list.
Oval head bright, 75 and 10 p.c. off list.
Round head bright, 75 and 10 p.c. off list.
Flat head brass, 50 p.c. off list.
Oval head brass, 47½ p.c. off list.
Round head, brass, 47½ p.c. off list.
Flat head bronze, 40 p.c. off list.
Oval head bronze, 37½ p.c. off list.
Round head bronze, 37½ p.c. off list.

F.O.B. Hamilton, Toronto and Montreal, with freight equalized thereon.
Terms: 2 p.c. cash 30 days.
Orders will only be accepted with specifications and for prompt shipment, and these discounts are subject to change without notice.

Lead Sheets go up.—With the rising lead market there has been an advance all round on lead sheets. So far the prices have been marked up 1 cent but this does not cover the advance in the cost of raw material and for this reason further increases are to be expected. New quotations are as follows : Lead Wool, 13c. lb.; Sheets, 3 lbs. sq. ft. $12.00; Sheets, 3½ lbs. sq. ft. $11.30; Sheets, 4 to 6 lbs. sq. ft. $11.75; Cut sheets, ½c. per lb. extra; cut sheets to size, 1c. per lb. extra.

Pipe Fittings up Again.—General advances have been made on iron pipe fittings. The new discounts are as follows : Canadian malleable 27½ per cent; bushing 60 and 10 per cent.; flanged unions 60 and 5 per cent.; malleable bushings 60 and 10 per cent.; nipples 72½ per cent.; malleable lipped unions 62½ per cent.; plugs 60 and 10 per cent.

Nails Much Higher.—The 25c. advance on wire nails referred to last week has gone into effect here, the present quotation being $3.45. At the same time there has been another advance on cut nails to a basis of $3.20. Still another advance in nails affects galvanized roofing nails which are up $1.15, to $10.15. All these changes come as the result of the increased cost of raw material.

Galvanized Wire.—Folowing the wire advances briefly recorded last week there has been a change in the quotations for galvanized wire. The new figures for galvanized and other fence wires are now as follows : No. 9, coil spring $4.30; No. 9, plain galv. $4.25; No. 12, plain glav. $4.40; No. 13, plain galv. $4.50; O. & A., No. 10 $3.76; O. & A., No. 11, $3.82; O. & A., No. 12 $3.90.

Other Wire Advances.—Practically all varieties of steel wire were affected by the changes of a week ago to which reference has been made. The base for No. 0-9 gauge smooth steel wire is now $3.50 with the usual extras.

Hay wire : No. 13. $3.50; No. 14. $3.55 and No. 15. $3.65.

Cut Hay baling wire : No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40 and No. 15, $2.65. Advance on this basis 2½ per cent

Wire bale ties : No. 12, $3.90; No. 13, $4.00; No. 13, $4.05; No. 14, $4.15; No. 15, $4.30; No. 16, $4.55.

Stove Pipe Wire : No. 18, $4.75 and No. 19, $5.00.

Fence Staples Affected.—Fence staples were affected by the movement in wire. Galvanized in kegs now quoted $4.65 and bright $3.80 with the usual addition of 25c. for 25 lb. boxes.

New Screw Discounts.—As has been predicted in these reports there have been further advances on screws the bright and bronze, both flat and round head being affected. New discounts are as follows : Wood, F. H., bright 80—10; Wood, R. H., bright 75—10; Wood, F. H., bronze 40; Wood R. H., bronze 37½.

Iron Bench Screws up.—Iron bench screws are affected by this last advance in screws. New quotations are : 1 inch, $4.75; 1⅛ inch, $5.75 and 1¼ inch, $7.35.

Many Hardware Lines Affected.—There have been a great many changes in general hardware lines during the week and in all cases adjustments have been to higher levels. One feature of the readjustments was the number of miscellaneous items affected. These are looked upon in the trade as odds and ends and as such a detailed description is practically impossible, as in many cases perhaps only a couple of numbers out of a total of a dozen or so are altered.

Axes Are Higher.—Announcement is made by several wholesalers that there has been advance on practically all lines and brands of axes as the result of the rising cost of raw material. In a general way this may be described as from 50 cents to $1.00 per dozen.

Hatchets Also.—Hatchets are also effected by the increase in the price of

axes referred to and for the same reason.

Augurs.—In connection with the advance on augur bits referred to last week, which was represented as being about 10 per cent. one wholesale firm reports that only Numbers 3, 4, 5, 6, 7 and 8 are affected, the change being about $1.00 per dozen on the list prices with the same discounts prevailing.

Shot up Again.—Although it is only a couple of weeks since there was a material advance in the price of shot the rising cost of lead has been so rapid that another increase has now been made, the new Montreal quotation being $13.13 net.

Roofing Materials.—Following the advance on certain roofing materials referred to last week there have been still further increases announced by the manufacturers. Tarred felt, ready roofing, carpet felt and tarred sheathing are affected. New quotations are as follows: Tarred sheathing, No. 1, 66c.; 2-ply Ready Roofing, $1.05; 3-ply Ready Roofing, $1.30; Carpet felt, $3.50; Tarred felt $3.25.

There are also proportionate advances on the different brands handled by wholesale firms. One firm quotes No. 1, $1.20; No. 2, $1.45 and No. 3, $1.75.

Farm Bells Again.—A second advance within a few weeks has been made on farm bells. The latest quotations are: C x 40 lbs., $2.75; B x 50 lbs., $3.25 and A x 75 lbs., $4.50.

Sand and Emery Papers.—As forecast last week, there have been new list prices issued for sand and emery papers including the B & A, U. S. and Imperial brands. The discounts remain as before: B & A, 40 per cent.; U. S. 45 and 5 per cent. and Imperial 45 per cent. The new prices will be found in a special panel.

Brass Curtain Rings.—New list prices have been announced for brass curtain rings as follows: No's. 508-19c.: 209-22c.; 510-25c.; 511-30c.; 512-34c.; 513-39c.; 514-49c.; 515-57c.; 516-60c.; 517-64c.; 518-70c.; 522-$1.05; 524-$1.35; 526-$1.65; 528-$2.40.

Oil Cloth Binding.—There has been a considerable advance made on oil cloth binding. This is another of the effects of the rising cost of tin and other metals.

Brass Snare Wire.—Another advance on brass snare wire has been recently made. The new quotations are: No. 18, 61c.; No. 20, 62c. and No. 22, 64c. The latter is the size most generally used.

Miscellaneous Items.—Some of the many miscellaneous items affected this wek include anchors, axle washers, cross cut saws, shoe thread (up 15 per cent), etc.

Important Brands Up.—A general advance is announced by one local wholesale house on a line of stocks, dies, tap reamers, etc. This same firm states that another advance on Stillson wrenches and parts is to be expected in the near future. Another wholesaler advises that one line of saws has been advanced 5 per cent. this being the second increase in the past few months.

Gun and Rifle Covers.—There has been a general readjustment of prices on gun and rifle covers. For solid leather there is an advance of as much as 20 per cent. on some lines; for the half leather and half canvass the increase is less and for the plain canvass the changes are not very important.

Seasonable Lines.—Although very cold and unseasonable weather has to some extent interferred with the movement of seasonable lines in the city, the country districts do not seem to have been influenced. Already there is a demand for lawn equipment, including hose, sprinklers, couplings, etc.

TORONTO

TORONTO, Ont., March 16.—The favorable conditions in the hardware market, reported last week, have been maintained, and business is moving out in good volume to the country, but the city trade is not so active. The situation generally is unchanged, and the steady advance in prices continues to be the main feature. The difficulty and delay in obtaining raw materials is causing considerable anxiety to manufacturers, and threatens to curtail production, and thereby making deliveries to wholesalers very uncertain. Congestion of freight on the railways is also affecting the situation and causing considerable delay to shipments. There is no improvement in the situation as regards to ocean freight rates, and it is feared that the shortage of tonnage will become more serious than at present.

The new schedule on binder twine may be expected towards the end of the month. There may be some delay in giving out the new prices owing to the unsettled conditions in the market, due to the big increase in the cost of raw materials. The cordage market is very firm, but prices are unchanged, although the situation is very unsettled owing to the continued advance in the cost of raw materials. A good demand for oil stoves is reported and shelf goods are moving out in good volume. Bookings for summer lines continues satisfactory, and the outlook is good for the coming season's trade. The building trade is quiet, and there is not much of a demand for builders' supplies.

Important Price Changes.—There is no abatement in the upward trend in prices, and indications still point to higher levels. The steady increase in the prices of iron and steel is one of the principal causes of this abnormal situation, which is becoming more acute as time passes. There is no relief in sight, and present conditions will no doubt continue for the greater part of the year. The price changes announced this week are all upward, and include wood screws, fence wire, hardware tacks, nails and capped goods, lead pipe, lead sheets, cow ties and stall fixtures, builders' hardware, blind and bed staples, carpet tacks, shot, pipe fittings, sheet and plate glass. A new shoefinders' list has been issued. Manufacturers of scissors and trimmers have advanced prices 10 per cent. Manufacturers in the United States have advised the trade of another advance of 10 per cent. in builders' hardware, and Canadian manufacturers will no doubt advance their prices an equivalent amount in due course. Makers of ready roofing and roofing paper have advanced their prices. This was predicted in these columns last week, and is due to the increase in cost and scarcity of raw materials, particularly rags.

Steel Market Active.—The mills continue to receive orders for steel in large volume and deliveries are getting more behind than ever. The situation is becoming serious, as the steel companies anticipate some difficulty in filling orders for all the steel required for munition and other purposes. An enormous quantity of shells will be turned out this year, which will require a large tonnage of steel. In addition to this, there is a very large and profitable export business to take care of. The Canadian Steel Foundries have resumed operations out at the Welland plant with their 12-in. rolling mill, and the 22-in. mill will be running shortly. The market continues very strong, and the prices have an upward tendency. Boiler tubes are unchanged, but the mills report a heavy demand for locomotive and merchant tubes. Prices of shafting have advanced $5 a ton in the States, but are unchanged locally. The new demand for shafting is reported to be heavy, and none of the makers have any to sell for delivery inside of six or eight months. Boiler and tank plates are unchanged, but higher prices are anticipated. Iron and steel bars are firm at $2.75 per 100 lbs. base.

The tremendous pressure on the mills in the United States continues, and, despite the heaviest outputs recorded, they are getting further behind on deliveries. The U .S. Steel Corporation on February 29 had unfilled orders on its books amounting to 8,568,966 tons compared with 7,922,767 tons on January 31. Steel bars are unchanged at 2.50c, iron bars 2.35c, plates 2.75c, and shapes 2.25c Pittsburgh. Billets have advanced, due to the shortage of supply, and are quoted as follows at Pittsburgh: Bessemer and open-hearth billets $40, and forging billets $60 per ton. Wire rods have advanced $5, and are now quoted at $55 per ton Pittsburgh. Mills delivering rods to Canada have to declare their market value, which has lately been $50, but this will probably soon be raised to $55. Deliveries on wire rods are very backward, running into the second half. Chicago warehouse prices are unchanged but firm.

Pig Iron Situation.—Quotations are unchanged, and the situation in the market much the same as last week. As the steel companies make their own pig iron, the market has not been affected much by the heavy demand for steel. A revival in the foundry business would have a greater effect on the pig iron market. The total production of pig iron in Canadian blast furnaces in 1915 was 913,719 short tons, valued at approximately $11,592,819. The production in 1914 was 783,164 tons, and valued at about $10,002,856. A large proportion of the production in 1915 was used on the manufacture of steel for munition purposes. The production this year will no

doubt exceed last year's tonnage, as the steel mills are more active this year owing to a greatly increased demand for steel products.

Old Materials.—The market is weaker and depressed with quotations practically unchanged. The ordinary business is very quiet, the demand being almost entirely in connection with munitions. Heavy melting steel is quiet, but in good demand, but the embargo on the export of wrought iron and steel scrap is depressing this market. Copper and lead are firm, particularly the latter, although there has been no change in quotations. Aluminum is very scarce, and prices are firm.

Machine Tools.—The market has been more active this week, and quite a number of inquiries have been received by local machinery houses for tools for 4.5 in. and 6 in shells. Orders keep coming along for single tools for shell plants, and there will no doubt be steady business of this nature throughout the year. Representatives of the Gray-Dort Motor Co. have been in town buying equipment for their new plant at Chatham, Ont. It is reported that the Canadian Hoskins Co., of Walkerville, Ont., are in the market for various kinds of wire drawing machinery.

Metal Situation.—The chief item of importance this week is a sharp advance in the tin market and the steady upward movement in lead. The strength of the tin market is due to a scarcity of spot metal, but quotations are purely nominal. The lead market is strong, with outside quotations higher than the Trusts' price. There is a heavy demand for lead and a scarcity of supplies has developed. The copper market is firm but quiet, the demand for this metal having fallen off temporarily. The spelter market is weak and low, there being little buying to speak of. The market declined in London as well as New York. The antimony market is quiet but firm, with the situation unchanged. The aluminum market is dull and weaker.

Copper Firm.—Prices of copper are entirely nominal for all deliveries and the market is dull. The situation, however, is unchanged, and the quietness is due to an absence of business, consumers being well covered for the meantime. The producers have control of the market. There is no sign of weakness in the situation, and there appears to be little possibility of prices being depressed materially. Local quotations are unchanged and nominal at 30½c per pound.

Tin Advances.—Quotations have advanced sharply on account of a scarcity of spot metal, and the market is strong. The tight situation in New York has been caused by consumers not being able to sell owing to restrictions applied by the British Government. Consumers under the British restrictions cannot carry heavy stocks or re-sell the tin and the spot situation is liable to be affected any time on account of these restrictions. Tin has advanced 6c, and is purely nominal at 56c per pound.

Spelter Weaker.—The market is weak and the decline continues. Buyers, however, are showing more interest than for some time, and this has given the market a better tone, despite the lower prices. Spelter has declined 2c, and is quoted at 21c per pound.

Lead Strong.—The market is strong and higher, due to the heavy demand and acute scarcity of supplies, notwithstanding the fact that the production is the highest ever known. The Trust has advanced the price of lead to 7c New York, but outside quotations are even higher at 7½c New York. Lead has advanced 1c locally, and is quoted at 9½c per pound.

Antimony.—The buying movement appears to have stopped, and consumers are well covered in the meantime. The situation is unchanged, and quotations nominal at 48c per pound.

Aluminum.—The market is a little easier owing to freer offerings of metal Quotations, however, are unchanged at 68c per pound.

Solders Higher.—The advance in the tin and lead markets has affected prices of solder, which are from 2c to 3c higher than last week. Guaranteed is quoted at 31½c, and strictly at 29c per pound.

NEW LISTS, ETC., ISSUED

A new list has been issued for galvanizing nails, as follows: Smaller than 1", $5.75 per 100 lbs; 1" to 1¼", $5.45 per 100 lbs; 1⅜" to 2", $5.25 per 100 lbs; 2½" and larger, $5.05 per 100 lbs. Galvanized, barbed, roofing nails take the following extras: Smaller than 1", $5.25 per 100 lbs; 1" and larger, $4.75 per 100 lbs.

The list on small sizes of auger bits has changed and all sizes up to 8-16 are now listed at $5 per dozen. Other sizes remain unchanged. On car bits the list has been changed to $11.25 per dozen for 6-7 and 8-16 sizes. Other sizes are unchanged. A new list has been issued for ship augers, as follows:

	With Screw	No Screw
4 to 10-16	$11.00	$13.20
11 and 12-16	12.00	14.40
13 and 14-16	13.00	15.60
15 and 16-16	14.50	17.40
17 and 18-16	16.00	19.20
19 and 20-16	18.00	21.60

A new list has also been issued on sand and emery paper in reams and rolls.

Galvanized Sheets Firm.—Galvanized sheets continue firm and unchanged, although the recent decline in spelter has affected the sheet market to some extent. The price of spelter is, however, still far too high, and makers of sheets are waiting until the spelter market assumes a definite course. There are no indications of any decline in quotations on galvanized sheets, as black and other sheets are increasing in cost, as are all materials used in their manufacture.

Hat and Coat Hooks Up.—A new price for 3-inch coppered wire hat and coat hooks has been issued. Hooks are now 65c per gross, against 60c before the advance.

Cotter Pins Advance.—The new discount on cotter pins is 85 and 10 per cent.; the old discount was 90 per cent.

Lead Sheets Higher.—Another advance in lead sheets has been made on account of the higher cost of pig lead. Sheets, 3 lbs. sq. ft., are now $11.50; 3½ lbs. sq. ft., $11.25; and 4 to 6 lbs. sq. ft., $11 per 100 pounds.

Fence Wire Advances.—Owing to the increase in cost of raw materials, makers of fence wire have advanced prices 15c per 100 lbs. The change affects plain galvanized, coil spring and O and A wires. The new prices are as follows: No. 9 coil spring, $4.50; No. 9 plain galvanized, $4.25; No. 12 galvanized, $4.40; No. 13 galvanized, $4.50; O and A, No. 10, $3.76; O and A, No. 11, $3.82; O and A, No. 12, $3.90 per 100 lbs. Barb wire is unchanged at $4.50 per 100 lbs.

Wood Screws Advance.—The advance in wood screws, predicted in Hardware and Metal last week, is now in effect. The new prices are 20 p.c. higher for bright and 10 per cent. for bronze screws. The new discounts are as follows: Flat head bright, 80 and 10 p.c.; round head bright, 75 and 10 p.c.; oval head bright, 75 and 10 p.c.; flat head bronze, 40 p.c., and round head bronze, 37½ p.c.

Ready Roofing Advances.—The advance in ready roofing, predicted by Hardware and Metal last week, is now in effect. The new prices are about 10c per roll higher, and cover practically every line on the market. The advance has been expected for some time, as the situation in the rag market has been growing steadily worse. There is a great scarcity of rags and prices are very high, with the result that the market is very unsettled. Quotations on roofing are subject to change without notice, and it would not be surprising to see still higher prices. Tarred felt has advanced from $2.60 to $3.25 per 100 lbs. The new prices are given in the current market quotations.

Building Paper Advances.—Prices of all lines of building papers have advanced from 2c to 3c per roll. Carpet felts and similar materials have all made considerable advances, ranging from 15c to 90c per 100 lbs., according to the product. Here again the market is very unsettled, and prices are liable to advance again any time owing to the situation in raw materials.

Lead Pipe Advances Again.—The price of lead pipe continues on the upgrade, another advance of 1c having been made, following the advance recorded last week. The new price was not unexpected, as the pig lead market has been climbing steadily for some time, and all lead products are consequently affected.

Wrought Iron Pipe.—The pipe market is very firm at the new prices announced last week, which are given in the current market quotations. The market in the States is also strong, with a tendency to higher prices.

Hardware Tacks Up.—Makers of hardware tacks, nails and capped goods have lowered the discount from 75 and 25 per cent. to 75 and 10 per cent., the latter being now in effect.

Shoefinders' List Revision.—Prices given in the last Shoefinders' list issued have been advanced $1.25, the list being net. The new list is being printed, and will be issued in a few days.

Cow Ties Advance.—New discounts on cow ties and stall fixtures have been issued. The new discount open and closed

ring cow ties is 40 and 5 per cent., and on stall fixtures 35 per cent.

Shot Advances.—A substantial advance of $2.25 per 100 lbs. in standard shot has been made, bringing the price up to $13.40 per 100 lbs., with extras as before. Shot has been affected, like other lines, by the high cost of lead.

Carpet Tacks, New Price.—A new discount on double-pointed carpet tacks has been issued. Carpet tacks in bulk are now 45 per cent., and in dozens 80 and 10 per cent.

Blind Staples Advance.—The new discount on blind staples is 30 per cent., and on bed staples 10 per cent.

Pipe Fittings Advance.—Prices of pipe fittings have made another advance of 5 per cent., the new discounts being as follows:—B. & C. malleable fittings, 20 p.c.; unions, 60 p.c.; cast iron and malleable bushings, 62½ p.c.; plugs, 62½ p.c.

Builders' Hardware.—Manufacturers of builders' hardware in the United States have advised the trade of another advance of 10 per cent. in their goods. Canadian manufacturers will no doubt announce a similar advance in the near future.

Scissors and Trimmers.—Manufacturers of scissors and trimmers have advanced their prices 10 per cent.

Binder Twine.—It is expected that the new prices on binder twine will be issued towards the end of this month. It is possible that there may be some delay owing to the unsettled condition in the market. There is no doubt that the new prices will be considerably higher than last year, as both sisal and Manila now cost much more than they did twelve months ago. The outlook in the market is uncertain, and some mills have ceased taking orders on this account.

Rope Market.—The cordage market continues firm, with quotations unchanged. The situation in the raw material markets shows no signs of improvement; stocks are still light, and prices maintain their high levels. Freight rates on Manila are now approximately five times higher than they were before the war, which has an important bearing on the situation.

Utensils.—The demand for most lines of ware continues steady, and prices are being well maintained. If copper, tin and spelter remain much longer at the present levels, manufacturers of ware will no doubt have to advance their prices.

Machine Screws.—Prices of machine screws are firm, and an advance may be looked for in the near future, as raw materials are steadily increasing in cost.

LONDON

LONDON, Ont., March 16.— The usual weekly budget of price changes, nearly all in an upward direction, has been brought down. And the end is not yet in sight. A great many more important changes are expected in the near future.

Business continues fairly good. Spring lines such as maple sugar making supplies etc. are moving. Country trade is holding up well.

Screws Are Higher.—Flat head bright screws have advanced 20 per cent. and the new discount is 80-10 per cent. Round head bright screws are about 15 per cent. higher and are quoted at 75-10 per cent.

Wire nails have advanced 25c per 100 lbs. folowing the advance noted in the Toronto market report last week. The new price is $3.40 base. Cut nails remain at $3.10 base.

Fence Staples Higher. — Galvanized and bright fence staples have advanced. Galvanized staples are now quoted in 100 lb. kegs at $4.65 per 100 lbs.; 25 lb. boxes, $4.90 per 100 lbs. Bright staples are quoted in 100 lb. kegs at $3.80 per keg; 25 lb. boxes $4.05 per 100 lbs.

Wire Goes Higher.—O & A wire has advanced 15 cents per 100 lbs. and is now quoted as follows:—No. 11. $3.76 per 100 lbs.: No. 11. $3.82 per 100 lbs.; No. 12. $3.90 per 100 lbs. Hay baling No. 14 is quoted at $4 per 100 lbs. Stove pipe wire in small lots is quoted at 6c per pound. In quantities the prices are. No. 18. $4.75 per 100 lbs.; No. 19, $5 per 100 lbs.

Galvanized fence wire remains unchanged at prices previously quoted.

Staples and Tacks Higher.—Blind and bed staples have advanced. Blind staples are quoted at 30 per cent. off list. Bed staples are quoted at 10 per cent. off list.

Double pointed tacks have advanced and are now quoted at 80-10 per cent. which makes the net prices as follows: No. 10, 24c doz.; No. 11, 26c doz.; No. 12, 29c doz.

Rifle and Shot Guns Up—Some lines of rifles and shot guns have advanced about 20 per cent. Shot has also advanced and is quoted at a new discount of 12½ per cent. with the usual extras.

New Prices on Valves.—New discounts have been issued on globe, check, and angle valves. Jenkins pattern and standard are now quoted at 55-5 per cent. Genuine Jenkins valves are quoted at 35-5 per cent.

Building Paper Higher.—New and higher prices have gone into effect on building papers and the new prices are per roll as follows:
Plain paper. D2. 38c; plain paper D1 54c: Tar E2, 46c; Surprise. 40c; Resin sized paper, 52c; Tarred felt, $3.25 per 100 lbs.; Carpet $3.50; Plain roofing, 2 ply, $1.05 roll,3 ply $1.30 roll; With wire edge 10 cents extra.

Advances Expected. — Higher prices are expected on plate and sheet glass, pipe fittings, turpentine. Binder twine prices for 1916 have not yet been issued, but they will be considerably higher than the prevailing prices of last year.

New Lists — New lists have been issued on small sizes of auger bits, car bits and ship augers. A new list of extras, galvanized nails has gone into effect.

WINNIPEG

WINNIPEG, March 16.—With the month of March over half gone, jobbers are making comparisons on the amount of business handled this year as against last year's results, and the balance is largely in favor of 1916. Retailers throughout the country show a tendency to place orders freely, and it is to be expected that results this year will be very satisfactory.

Scarcity of Goods.—Once again the jobbers are sounding a note of warning to their customers to place orders for all lines of steel goods, which they will require for this year, at an early date. Manufacturers are experiencing great difficulty in securing raw material and this will affect the ordinary every day lines of hardware which every retailer has to carry on hand. Such lines as steel thumb latches, and cheap steel door locks are very hard to procure. As a matter of fact, there have been no cheap steel door locks in Winnipeg since last November.

All the jobbers will be in somewhat of the same position with regard to supplying their customers.

Many Price Changes. — There are quite a number of price changes to note this week, and it will be seen that among the lines affected are wire nails, staples, galvanized sheets and barbed wire.

Another line on which advances may soon be expected is woven fencing. The manufacturers of this commodity state that present prices cannot be maintained and the same cry is heard with regard to shortage of material.

Tinware Advances. — Soldering coppers show an advance of 10 per cent., and the base price applying to same today is 55c per pound.

Various lines of tinware have taken another advance in price, the advance ranging from 5 to 7½ per cent.

Washers Higher.—Revised prices on wrought iron washers have gone into effect and prices quoted below rule today.

Wrought Iron Washers	Less Than Cases Per 100 lbs.	Full Cases Per 100 lbs.
3-16"	$13.35	$12.45
¼"	11.25	10.50
5-16"	9.85	9.20
⅜"	8.10	7.58
7-16"	7.75	7.25
½"	7.19	6.73
9-16"	7.12	6.67
⅝"	7.05	6.60
¾"	6.91	6.47
⅞"	6.91	6.47
1"	6.91	6.47
1-⅛"	6.91	6.47
1¼"	7.05	6.60

Valves Advance. — Another advance has gone into effect on the different makes of brass valves. Standard angle valves and globe valves size 1 in. are now quoted at 99c each. The Penberthy regrinding and compodisk angle and globe valves size 1 in. are now quoted at $2.10 each. From this a fair idea of how extensive these increases have been may be gathered.

Iron Pipe Goes Higher.—Wrought iron pipe, both black and galvanized has again taken a decided jump following

(Continued on page 196.)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 17. — Spring shipments are moving out in good volume and in the trade more attention is being paid to this end of the business for the time being than to new orders. However, both on the part of the retailer and the manufacturer the buying is regarded as satisfactory considering the season and the conditions prevailing. Price changes are not important at writing but there have been developments which promise to have an early if not immediate effect; in fact changes would probably already have been made were the buying more active. These price tendencies are both up and down concerning different commodities, but the net change does not tend to weaken the general position of the market as regards ready-mixed lines and predictions of further advances in the course of a month or so are general.

Linseed Oil. — Although there is no general change on the quotations of last week for linseed oil, there are reports to the effect that earlier prices are to be looked for. One firm reports a reduction as likely before this report reaches the reader but as this would mean that the top of the range would come down it cannot be taken that the minimum would necessarily be affected. The existing situation is covered by the following quotations:

	Raw,	Boiled
1 to 2 barrels	.....97c-$1.00	$1.00-1.03
3 to 5 barrels	....96c-99c	99c1$1.02
6 to 9 barrels	....95c-98c	98c-$1.01

White Lead on the Rise.—Quotations for white lead on a basis of $11.55 for ton lots with 30 cents added for smaller quantities are as at last report. However, the situation has gained further strength on material advances on pig, during the week and, unless there should be some marked and immediate reaction, higher prices are a certainty. In fact it is stated that it is only the fact that there is practically no lead being bought at the present time—orders having been generally booked for spring supplies—coupled with the already abnormal quotations ,that have deferred an advance during the week.

Turpentine Stronger.—Reports regarding the turpentine market are conflicting, indicating both strength and weakness on the opinion of different authorities. The situation appears to be that while there has been some weakness recently in this market there has been a decided upturn in the South. Quotations are generally as at last report with the prospects that if wholesalers follow primary influences there will be an increase in the very near future. The market may be regarded as 77-78c for single barrels and 76-77c for larger quantities. At the same time 80c for single barrels is heard with the difference in this connection, that whereas a week ago this firm talked of a reduction, an early advance is now regarded as more than likely.

Gasoline Again Advances.—Still another advance on gasoline has been made this week and the market continues strong in its upward movement. Reports from the United States would indicate that increases in price are to be looked for from time to time unless there is some unexpected improvement as regards possibilities of production or substitution. Quotations which are 1 cent higher than last week are:

Gasoline, in barrels 32c
Gasoline, in drums 29½c
Gasoline, tank wagon 29c

Benzine ½c lower.

Arsenate of Lead — Following the withdrawal of quotations on arsenate of lead referred to last week, there have been new supplies of chemicals come to hand. New prices have now been announced by the Canada Paint Company on arsenate lead paste at an advance of 5 cents to 6 cents as predicted. The base quotation for 100 pound drums is 15¼ cents and for 1 pound bottles 24½ cetns.

Glass and Putty. — There are no changes in the market as regards glass and putty. Quotations are generally firm and the demand comparatively light.

TORONTO

TORONTO, Ont., March 16.—The principal feature of interest this week is the advance in prices of sheet and plate glass. Higher prices have been expected owing to the steady increase in cost of glass in the States. The Paris green situation is very unsettled and a shortage is looked for later on in the season. It is possible that white lead may take another advance in the near future on account of pig lead being so high. Turpentine is firmer and higher, but linseed oil is unchanged and, if anything weaker. The general trend of prices is upward, and the market continues firm.

Linseed Oil Firm.—The demand for linseed oil is still light, but will no doubt improve when the weather gets warmer. The market is weaker, but quotations are being held at last week's level. Flax seed is practically unchanged at Winnipeg, but there is none coming East owing to congestion on the railways and at the terminals. It is reported that very little Argentine seed is coming to Canada, so this market has not been affected so far on this account. Cake is weaker, which is having a tendency to stiffen the oil market. The situation in the oil market locally is unchanged from last week, and the following prices are being generally quoted:

	Raw.	Boiled.
1 to 2 barrels	...$1.02	$1.05 per gal.
3 to 5 barrels	... 1.01	1.04 per gal.
6 to 9 barrels	... 0.99	1.02 per gal.

Turpentine Advances.—There is very little movement in turpentine, but the market is a shade stronger and higher. The market is expected to remain firm for some time, as stocks in the South are getting low, and the demand may improve any time. The following prices are being quoted for turpentine in Toronto: 1-barrel lots, 79c; 2 to 4 barrels, 78c, and 5-gallon lots, 86c per Imperial gallon.

White Lead Firm.—The recent advance of pig lead to 7c in New York has increased the possibility of another advance in white lead in the near future. Indications point to continued strength in the pig lead market, and further advances. White lead is being quoted locally at $11.70 per 100 lbs. in ton lots.

Paris Green.—While it is hardly probable that the consumption of Paris green will be materially affected by the high prices, it is possible that the supplies available later on in the season will not be sufficient to meet the demand. The scarcity of the necessary chemicals is causing considerable anxiety to the manufacturers, and may cause them to restrict their output. It is reported that the manufacturers will only make up Paris green against orders, and in any case carry very light stocks. In the States, manufacturers will make about half the quantity produced last year, in which case there is little chance of Paris green being imported into Canada. This will throw the domestic demand on to the manufacturers in Canada. The situation is acute, with no prospect of any relief.

Glass Advances.—An advance in glass has been frequently referred to in these columns, as conditions in the American market warranted higher prices here. The new discount on sheet glass is 30 per cent., being the same for the city and country. A few weeks ago this discount was in effect, but was changed to 30 and 10 p.c., the 10 p.c. having now been removed. The discount to the trade on plate glass is now 30 and 5 per cent., as against 35 per cent. formerly. The following arrangement for plate glass only has been introduced. The above discount 30 and 5 p.c. will be f.o.b. warehouse on

all orders up to and including $50 gross list or less. On orders over $50 gross list, delivery charges will be paid, but there will be an additional flat charge of $10 to cover casing, cartage, insurance and freight. This arrangement applies to specifications which can be put in a box car. Any charge for freight, etc., over the $10 will be absorbed by the dealer.

Gasoline.—The market is firm and prices are unchanged. Higher levels, however, are looked for in the near future, as the consumption of gasoline is steadily increasing. There is no improvement in the oil situation.

Putty.—The market is firm and unchanged. The following prices are being quoted in Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

WEEKLY HARDWARE MARKETS

(Continued from page 194.)

the advances in East, last week, and below are given to-day's prices.

Black Iron Pipe.		Galv'd Pipe.	
3/8"	$ 3.40	3/8"	$ 5.66
1/2"	4.25	1/2"	6.62
3/4"	5.10	3/4"	8.22
1"	7.46	1"	12.12
1 1/4"	9.50	1 1/4"	1[illegible].00
1 1/2"	11.50	1 1/2"	17.50
2"	15.00	2"	24.00

Well Casing Higher.—The latest prices on well casing both Screw and Socket and Inserted Joint also shows how this line is being affected under present conditions. Prices to-day are as follows:

Well Casing Screw & Socket.	Ft. Wm. Per 100 Feet	Win'pg.
4 1/4"	$38.29	$42.09
4 1/2"	41.39	45.45
5"	47.47	52.21
5 5/8"	58.61	64.52
6 1/4"	67.05	73.77
Inserted Joint.		
4 1/4"	$39.18	$42.85
4 1/2"	42.30	46.30
5"	48.60	53.25
5 5/8"	60.05	65.77
6 1/4"	68.65	75.17

Screws and Tacks Higher.—Flat and round head bright wood screws have advanced and flat head bright are now quoted at 75-10 per cent. off list. Round head bright screws are quoted at 70-10 per cent.

Carpet tacks have also advanced and the discount now in effect is 75 per cent. off list. Black iron rivets are quoted at 45 per cent. off.

Coppered rivets and burrs, assorted No. 8 are quoted at 24c per lb.; No. 10, 26c per lb. Burrs only No. 8, 27c lb.; No. 10, 29c lb.

Nails, Wire Higher. — Wire, nails, staples, bale ties, etc., have al advanced, following the advances noted in our Eastern market reports last week. It is altogether likely that further advances will take place in the very near future. Wire nails are quoted $3.60, Fort William and $4 per keg at Winnipeg. Quotations on other lines at Fort William and Winnipeg are as follows:

	Ft. Wm.	Win'pg.
Staples, bright, per keg	$3.75	$4.15
Wire bale ties	4.35	4 75
Stove pipe wire	....	6 1/2
Plain galv'd wire, No. 9	3.75	4.05
Plain galv'd wire, No. 12	3.95	4.25
Coil spring wire, No. 9	3.80	4.10
Barb wire, Lyman	3.55	3 80
Barb wire, Glidden	3.40	3.65
Barb wire, Baker	3.35	3.60

	Winnipeg
Galvanized Sheets, 10 3/4 oz.	$7.25
28-gauge	7.00
26-gauge	6.70
24-gauge	6 30
22-gauge	6.20
18, 20-gauge	6.00
16-gauge	5.85
Black Sheets, 28-gauge	4.75
26-gauge	4 60
17 to 24-gauge	4.50
10 to 12-gauge	4.30

GOOD ROADS CONGRESS

On March 6th the opening occurred of the Third Canadian and International Good Roads Congress at Sohmer Park, Montreal, for the furtherance of the public good by the agency of improved roads. To educate public opinion on the economic importance of good roads and to point out to every class in the nation how closely related good roads are to its continued prosperity and advancement are amongst the avowed purposes of the congress.

The present convention is meeting with an unusual degree of success in the matter of its attendance which from the first day has been in excess of that expected on a basis of past experience. There is a very good representation from all over Canada as well as from adjacent American cities.

INCORPORATIONS

The Wilson Scale & Machinery Corporation, Ltd., has been incorporated at Toronto with a capital of $100,000 to manufacture, scales, tools, machinery implements, utensils, hardware, etc., at Toronto. Ont.

The Hughes Electric Heating Co. has been granted a provincial license at Toronto to manufacture electric heaters and other electric appliances. The capital is not to exceed $50,000 and the head office is at Toronto.

The Powers Accounting Machine Co. of Canada, Ltd., has been incorporated at Ottawa with a capital of $25.000 to manufacture perforating, tabulating, adding, calculating machines, etc. Head office to be situated at Montreal.

The Stanley Steel Co., has been incorporated at Ottawa with a capital of $250,000 to carry on the business of iron and steel makers, smelters, engineers, sheet metal and rail rollers, etc. Head office to be situated at Hamilton. Ont. Incorporators, A. . Hatch, F. M. Hatch and T. C. Haslett, all of Hamilton.

THE PAINT SINNER SINNED AGAINST

Following is a continuation of article which appears on Pages 172 and 173.

it seemed was sometimes sinned against as well as sinning.

"Do you mean to say you're making sixty-five cents off me on a gallon of paint?" I thundered. That poor traveling boy; his look was terrible when he realized what he had done. And so was the dealer's. However, he stuck by his guns. "That's not all profit. A good many things must come off that in overhead charges. I'm sorry but that's my price."

I drew myself up with an air of conscious virtue. "So am I but I can't allow myself to be victimized this way."

It seemed the easiest way out of an uneasy situation; I saw the look of hunger in the dealer's eye when he looked at young hopeful and it was the look of blood hunger. I thought I had better be going. Besides I wanted to collect my pound of flesh from that first dealer. The door jammed for a moment on a fold of my coat as I went out and I caught the angry interjection. "You ——— price maintenance, ——— kill it yourself."

A business organization may be ever so magnificently constructed; may be organized with almost infinite perfection. yet a few erroneous policies will run the organization into an "iceberg," and the work of years, the experience of many men all go down in the mad whirl of business blunders.

CATALOGUES AND BOOKLETS

WHITE'S, LTD., NEW CATALOG

Whites, Limited, wholesale hardware and metals, Collingwood, Ont., have just issued in a substantial binder, a 622-page loose-leaf catalog of general hardware lines. The new catalog is attractively gotten up, is well illustrated, and contains a number of standard lists in addition to special lists. Sheets illustrating new goods will be issued frequently and sent to those who receive the catalogue. Whites, Limited, have endeavored to prepare the catalog in such form that it will be of real practical value to the retail hardware merchant.

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MYERS' SPRAY PUMPS

F. E. Myers & Bro., Ashland. Ohio, recently issued catalog S P 16, consisting of 64 pages featuring spray pumps for spraying, painting and disinfecting. The catalog also contains formulae for spraying, and a spraying calendar.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb........... 69
Pattern, lb. 64

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½—5% off; all other R. F. Short Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M. net; C. B. Caps, $2.95 per M net; Blanks, R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5%; C. B. Caps, 40 and 2½%; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10%; Primers, 2½; brass shot shells, 45%; "Winchester" B. B. Caps, $2.95 M net; C. B. Caps, $3.08 M net; 22 short, black, 20 and 15%; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle, Ball, adv. 15½; Pistol and Rifle, Shot, 4; Military and Sporting, adv. 26½; Primers, $2.47½ net; Brass Shot Shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%: 90 days net.

Shot, standard, 100 lbs., Toronto, $13.40; Montreal, $13.13; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forresier, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz....... 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz...... 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A." "B." "C." "D." No. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A." Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

BELTING (Leather).

Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE.. Montreal Toronto
Single bbls., gal.. 0 32½ 0 31½
Drums, gal. 0 30 0 28½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 52½%.
Carriage Bolts ($1), list, 7-16 in., 37½%.
Machine Bolts, ⅜ in. dia. and smaller, 52½%.
Machine Bolts, 7-16 in. dia. and larger, 42½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 42½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 37½%.
Coach and Lag Screws, 60%.
Sink Bolts, 55%.
Square Head Blank Bolts, 42½%.
Bolt Ends, 42½%.
Plow Bolts, 42½%.
Elevator Bolts, 42½%.
Fancy Head Bolts, 35%.
Shaft Bolts ($3 list), 35%.
Step Bolts, large head ($3) list, 35%.
Whiffletree Bolts, 35%.
Nuts, square, 2¾c off list.
Nuts, hexagon, 3c off list.
Stove rods, per lb., 6½c.
Stove Bolts, 72½%.
Tire Bolts, 60%.

BORAX

Lump, Crystal Borax, lb. 0 07½

BRASS. Per lb.
Springs, sheets, 8" wide, up to 20 gauge 0 48½
Rods, base ½ to 1" round 0 43
Tubing, seamless base ... 0 46½
Tubing, iron pipe size, 1" base 0 41½
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz........ 4 80
3 sections, 5 ft., doz........ 6 00
3 sections, 6 ft., doz........ 7 20

BOILERS (Range).

30-gal. Standard, welded....$7 25
30-gal. Standard, riveted.... 7 30
30-gal. extra heavy 10 50

BOARDS, BAKE. Per doz.
No. 1—18" x 24"............. 6 00
No. 2—18" x 28"............. 7 20
No. 3—20" x 30"............. 7 80

BOARDS (Ironing).

Size 12x60 ins., doz......... 7 20
Size 14x60 ins., doz........ 8 40
Folding, 14x58 ins., doz..... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz.. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60 and 5%.
Paper lined, 60, 10 and 5%.

BOARDS (Wash)

	Tin Plate	Zinc
	Per doz.	
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King ...	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced.	....	1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 63
Weighted, 20 lbs., per doz. 16 78
Weighted, 25 lbs., per doz. 20 25

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 50 and 5%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamer cans, 25 and 5%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 49
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English ..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins, doz.. 1 25

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING. Per gal.
Roofing cement (in bbls.).. 0 22
Cement (in 5 and 10 gals.).. 0 23
Cement (in 2 gals.)......... 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr.... 0 80 ....
Carpenter, red, gr..... 0 80 ....

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common cold, ⅛, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.
Proof coil, per 100 lbs., ¼, $7.85; 5-16, $6.50; ⅜, $5.75; 7-16, $5.55; ½, $5.35; 9-16, $5.35; ⅝, $5.20; ¾, $5.10; ⅞, $4.95; 1, $4.80.
Electric Weld Coil Chain—BB. 3-16 in., $10.45 per 100 lbs.; ¼ in., $7.15 per 100 lbs.; 5-16 in., $5.65 per 100 lbs.; ⅜ in., $4.60 per 100 lbs.; 7-16 in., $4.60 per 100 lbs.; ½ in., $4.60 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $12.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER. Montreal Toronto
Castings ingot, see weekly report
Bars, ½ to 2 in.... 41 00 40 00
Plain sheets, 14 oz., 14x28 in.. 14x60 in. 44 00 43 00
Copper sheet, tinned, 14x60, 14 oz. 46 00 45 00
Copper sheet, planished, 14x60 base. 54 50 53 00
Braziers' in sheets, 6x4 base 43 00 42 00

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR.

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.. 5 50

CRATES.

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES. Montreal
Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

	Apollo	Galvanized Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $10; 200 lbs., $10.25.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 5 25
20x28, double box 10 50

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 3¼ to 3½c per lb.

DRILLS.

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American ..	72½
Kearney & Foot, Arcade ..	72½
J. Barton Smith Eagle.....	72½
Disston Brand	70
McClellan Globe	72½
Black Diamond	60-7½
Delta Files	72½
Nicholson	72½
Globe	72½
Vulcan Brand	70—10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 27½%; bushings, 60 and 10%; flanged unions, 60 and 5%; malleable bushings, 60 and 10%; nipples, 72½%; malleable lipped unions, 62½%; plugs, 60 and 10%.

London discounts: Malleable, 30 and 5%; bushings, 65%; plugs 60 and 5%; unions, 65%; nipples, 75%.

FIXTURES, STALL. Doz.

Hollow and pressed steel..	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30½
Tank wagon	0 30

Toronto.

Any quantity, in bbls......	32
Drums, 40-gal., per gal....	29
Tank wagon	28½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in...	$ 7 75
Russet rope shank, 1¼ in..	9 25
Black rope shank, 1 in. ...	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs.	0 11

HANDLES (WOOD) Net

Axe, No. 3 culls, doz........	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 65 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 00
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible....	....	6 00
Steel King Hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices

Heavy	Strap	Tee
4 in., doz. prs.......	$1 37	$1 16
5 in., doz. prs.......	1 66	1 24
6 in., doz. prs.......	1 81	1 38
8 in., doz. prs.......	2 46	1 85
10 in., doz. prs.......	4 35	3 01
12 in., doz. prs.......	5 40	5 00
14 in., doz. prs.......	6 16	5 36

London price figured net at 27½%.

Light		
3 in., doz. prs.......	0 43	0 43
4 in., doz. prs.......	0 51	0 47
5 in., doz. prs.......	0 60	0 55
6 in., doz. prs.......	0 72	0 64
8 in., doz. prs.......	1 06	0 76
10 in., doz. prs.......	1 49	1 02
12 in., doz. prs.......	2 55	1 91
14 in., doz. prs.......	....	2 34

Heavy tee and strap discount, 27½ per cent.

Light tee and strap discount, 57½ per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs....	5 50
Over 14 in., per 100 lbs....	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X L." steel shoes, feather weight pattern, all sizes. No 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.40; "Sharp" No. 2 and larger, $1.60; "Sharp" No. 1 and smaller, $1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.......	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5 per cent. for full reels, 500 ft.

Cable, 70 per cent.

Leader, 60 and 10 per cent.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
Angles ....base	3 50	3 00
Common bar, per 100 lbs.	2 65	2 90
Refined iron, per 100 lbs.	2 90	2 95
Horseshoe iron, per 100 lbs.	2 90	3 00
Norway iron	6 25	5 20
Mild steel	3 05	3 00
Band steel	3 05	3 00
Sleigh shoe steel...	3 05	3 00
Domestic	3 05	2 60
Reeled machinery steel	3 50	3 50
Tire steel	3 15	3 15
Toe calk steel	3 95	3 60
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 17¼	0 17½
Spring steel	3 50	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, net; Toronto, net.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$12 50
72x30, 26 gauge, case lots..	13 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy....	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy....	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
34 ft. to 44 ft.	18c ft.
46 ft. to 60 ft.	25c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	5 00
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby..	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd

26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report

Lead Wool, 13c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft.	12 00	11 50
Sheets, 3½ lbs. sq. ft.	11 30	11 25
Sheets, 4 to 6 lbs. sq. ft.	11 75	11 00

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand...	9 00
Puritan Warter Motor, com-Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephenson Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 00
B.T. Ideal Power	7 00
B.T. Ideal Water Motor ...	12 00
B.T. Cyclone	6 00
B.T. Cyclone Water Motor.	12 00
B.T. Vollmar, No. 2	6 00
B.T. Vollmar, No. 3	6 50

MALLETS Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory 1 55
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 5, oak 17 80

MANGLES
Victor, each $15 65
Woodyatt, each 7 25

MIRRORS, FRAMED Doz.
Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 40
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS
Standard steel wire nails, Toronto, $3.40 base; Montreal, $3.45 base; London, $3.40 base; Collingwood and Owen Sound, $3.45 base.
Cut nails — Montreal, $3.20; Toronto, $3.20; London, $3.10.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.70, Montreal base.
Galvanized roofing nails, $10.15.

NAILS (HORSE)
M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2¼	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 48

London, Hamilton, Montreal, Toronto.
Less 10 per cent.

NETTING, POULTRY
Discount 30 p.c. on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING Per rod
Invincible, 1640 .... 0 60
Invincible, 1848 .... 0 66
Invincible, 2060 .... 0 73
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.
Best (American) 16 00
U.S. Navy (American) 15 25
New hemp (English)....... 12 00
U.S. Navy (English)........ 9 50
Plumbers (spun) 6 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb...	0 45	0 45
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS
Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 12¾c lb.
Brass light, 11c lb.
Zinc, heavy, 15c lb.
Copper, heavy, 20¾c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $12.75 ton.
Wrought iron, No. 2, $9.50 ton.
Stove plate, $9.50 per ton.
Mach. compos. No. 1, 16½c lb.
Compos turnings, No. 1, 13½c lb.
Rubbers, such as old rubber boots and shoes according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING (JUTE)
Per Coil Lots
Fine jute, lb. 0 10½
Coarse sewer, lb. 0 08½

PAPER, ETC.
O.K. Paper, per roll 0 95
Resin sized Fibre, per roll.. 0 14
Per 400 ft. roll
Tarred Fibre, No. 1........ 0 66
Tarred Fibre, No. 2 ...... 0 46
Tarred Fibre, Good Luck Brand 0 66
Dry Fibre, Good Luck Brand 0 54
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 38
Sheathing, Shield Brand, tarred 0 46
Sheathing (Surprise) 0 40
Dry fibre, No. 1............ 0 54
Plain fibre, No. 2.......... 0 38
Sulphate, Black Cat, tarred. 0 80
Sulphate, Black Cat, dry.... 0 60
Per 100 lbs.
Heavy dry straw 1 95
Heavy tarred straw 1 95
Spruce sheathing 3 00
Carpet felt, 16 oz.......... 3 25
Carpet felt, 20 oz.......... 3 25
Asbestos Bldg. 3 25
Tarred felt 3 25
Heavy fibre, 32 ft. x 60 ft... 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 60

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz.	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER
Cotter pins, 85 and 10% discount.

PINS, CLOTHES
Selected full count Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ and ⅜ in.	2 76	4 59
½ in.	3 49	5 40
¾ in.	4 14	6 73
1 in.	6 12	9 95
1¼ in.	8 28	13 46
1½ in.	9 90	16 09
2 in.	13 32	21 65
2½ in.	21 06	34 22
3 in.	27 54	44 75
3½ in.	33 12	53 82
4 in.	39 24	63 77
Lapweld		
2 in.	14 80	23 13
2½ in.	21 65	34 81
3 in.	28 31	45 52
3½ in.	34 04	54 74
4 in.	40 33	64 86
4½ in.	50 80	79 38
5 in.	59 20	92 50
6 in.	76 80	120 00
7 in.	104 72	160 65
8 in.x25 lbs. per ft.	110 00	168 75
8 in.x28 lbs. per ft.	126 72	194 40
9 in.	151 80	232 88
10 in.x32 lbs. per ft	140 80	216 00
10 in.x40 lbs. per ft	181 28	278 10

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 ft. Black	Galv.
⅛ in.	$ 3 00	$ 3 75
¼ in. and ⅜ in...	2 70	4 53
½ in.	3 40	5 31
¾ in.	4 03	6 61
1 in.	5 95	9 78
1¼ in.	8 05	13 23
1½ in.	9 63	15 81
2 in.	12 95	21 28
2½ in.	20 48	33 64
3 in.	26 78	43 99
3½ in.	32 20	52 90
4 in.	38 15	62 68
Lapweld		
2 in.	$ 14 43	$ 22 76
2½ in.	21 06	34 22
3 in.	27 54	44 75
3½ in.	33 12	53 82
4 in.	39 24	63 77
4½ in.	49 53	78 11
5 in.	57 72	91 08
6 in.	74 88	118 08
7 in.	102 24	158 27
8 in.x25 lbs. per ft.	107 70	166 25
8 in.x28 lbs. per ft.	123 84	191 52
9 in.	148 25	229 43
10 in.x32 lbs. per ft	137 60	212 80
10 in.x40 lbs. per ft	177 16	273 98

Montreal and Eastern List.

PIPE (LEAD)
Lead pipe, $12.50.
Lead waste pipe, $13.50.
Traps and bends, 20% off.

PIPE (SOIL)
Medium and extra heavy pipe up to 6-inch, 65%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)
2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 31
4 inch, in 10-ft. lengths.... 7 01
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH
Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER
Paris, per bbl. 2 50

PLANES
Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	3 40	3 40
Heads, per 100 lbs...	3 65	3 65
Tank plates, 3-16 in.	3 70	3 70

PLUGS (METAL)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS
B.T. Pump, No. 1, net .....$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS
Iron rivets, blacked and tinned, 55 p.c.
Iron burrs, 55 p.c.
Copper rivets, usual proportion of burrs, add 15 p.c.; burrs, add 30 p.c.
Extras on Coppered Rivets, ½-lb. packages, 1c per lb.; ¼-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll
Tarred felt, per 100 lbs..... 3 25
2 ply R.R. 1 05
3 ply R.R. 1 30
2 ply R.R., complete in roll 1 55
3 ply R.R., complete in roll 1 70
Carpet felt 3 50
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Comet, 1-ply 0 86
Pluvius, 1-ply 1 05
Pluvius, 2-ply 1 40
Compo Certainteed, 1 ply ... 1 40
Colborne Crown, 1 ply..... 1 20
Colborne Crown, 2 ply..... 1 45
Colborne Crown, 3 ply..... 1 75
$1.95; Heavy straw, tarred, $1.95.
Compo certainteed, 2 ply .. 1 75
Compo certainteed, 3 ply .. 2 10
Excello, 1-ply 1 60
Excello, 2-ply 2 00
Excello, 3-ply 2 50
Jewel, 1-ply 1 10
Jewel, 2-ply 1 40
Jewel, 3-ply 1 75
Liquid roofing cement, per gal., in barrels............ 0 22
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 06¼
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE lb.
Pure Manila basis 21
British Manila basis 17
African hemp basis 17
Sisal basis 13
Single lath yarn basis 13
Double lath yarn 13½
Hemp, deep sea line basis.. 20
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 13½
Italian rope basis 29
Above quotations are basis prices (¾" and larger), and are subject to usual advances for small sizes.
Cotton rope, 3-16 in......... 0 26
¼ in. and larger 0 25
Sisal Clothes Line.
3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 62
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply, 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft. 2 40

SCALES.
Imperial Standard ....25 p.c.
Champion ....40 p.c.
Steel weigh beams ....20 p.c.
Gurney Standard ....40 p.c.
Fairbanks Standard Scales..25 p.c.
Crown Even Balance ......40 p.c.
Richelieu Union Scale......40 p.c.
Dominion Plates Scales, ..40 p.c.
Net prices on Champion scales are as follows:
Champion, 4-lb., $3, plus 30c $4.50, plus 50c for stamping; Champion 240-lb., $6.60, plus 50c $16.80, plus $1 for stamping; Champion 1200-lb., $19.80, plus $1 for stamping; Champion 2000-lb. $26.40, plus $1 for stamping; Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCRAPERS Doz.
Medium $2 15
Heavy 3 60

SCREWS (MACHINE)
Flat head, iron, 35%; flat and round head, brass, 12½%; Fillister head, iron, 25%; Fillister head, brass, 5%.

SCREWS
Discounts off Standard List
Wood, F. H., bright 80 10%
Wood, R. H., bright....75 10%
O. H., bright 75 10%
Wood, F. H., brass 0 50
Wood, R. H., brass 0 47½
Wood, F. H., bronze 0 40
Wood, R. H., bronze 0 37½
Drive screws 65 10 10
Set case hardened .. 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz........ 4 75

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	4 00	3 60
12 gauge	4 10	3 70
14 gauge	3 85	3 45
16 gauge	3 95	3 50
18-20 gauge	3 55	3 50
22-24 gauge	3 65	3 55
26 gauge	3 70	3 65
28 gauge	3 80	3 75

Re Gauges of Sheets.
In the quotations which follow on sheets, it is advisable to note that Queen's Head, Fleur de Lis, and Gorbal's Best Best, also Colborne Crown are English gauges, while Apollo and Premier are U.S. gauges. American 10¾ oz. is the same as English 28 ga.; American 28 gauge is the same as English 26 ga. The heavier gauges are almost identical, the English sheets running slightly lighter than the U.S. standard.

SHEETS (Case Lots)

Corrugated, galv. 100 lbs., per sq.	Montreal	Toronto
18 gauge	5 80	12 50
20 gauge	5 80	9 75
22 gauge	6 00	8 50
24 gauge	6 15	7 15
26 gauge	6 85	5 25
28 gauge	7 15	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 20
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.90; U.S. No. 28, $6.65; U.S. No. 26, $6.40; 22 and 24 gauge, $6.15; 18 and 20 gauge, $5.95; 16-gauge, $5.75; 14-gauge, $5.55. F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 70
18-20 gauge	5 75	5 80
22-24 gauge	5 85	5 95
26 gauge	5 95	6 10
28 gauge	6 45	6 30
10¾ ozs.	6 75	6 50

Add 25c for less than case lots.

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and hand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.40; 18x30, $3.60.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 49 cents.

SOLDER, BAR.
Guaranteed 0 31½
Strictly 0 29
Commercial 0 28

SOLDER, WIPING.
Star extra 0 28½
Easy 0 27½
Acme 0 26

SPELTER See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 ....$18 00

STAPLES Per cwt.
Montreal Toronto and London
Fence staples, galv., in kegs 4 65
Fence staples, galv., 25 lb. boxes 4 90
Fence staples, bright, in kegs 3 80
Fence staples, bright, in 25-lb. boxes 4 05
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lbfl kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each.. 3 75
Ontario, 4-passenger, each.. 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each....... 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount 75 and 10%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount, 75 and 10%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount, 75 and 10%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5%.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round
Size in girth Per 100 feet
8 in. $3.80
10 in. 4.24
12 in. 5.01
15 in. 6.88
18 in. 8.80
12 cents extra for round head.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)
650 ft., per lb.)
600 ft., per lb.) 1916 prices
500 ft., per lb.) not issued.
500 ft., per lb.)
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.	Montreal	Toronto
5-ply and up......	....	0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.
100 ft., 1½ in. 12 70
100 ft., 2 in. 12 10
100 ft., 2¼ in. 13 30
100 ft., 2½ in. 15 50
100 ft., 3 in. 16 05
100 ft., 3½ in. 19 80
100 ft., 4 in. 25 30

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 33
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand. compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, 50 p.c.; No. 0, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60%.
J. M. T. Globe, Angle and Check Valves, 37½%; Standard, 45%.
J. M. T. Radiator Valves, 50%; Standard, 57½; patent quick opening valves, 70%.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, JAPANNED.
Colored, 35%. Coal hods, 30%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, 20%.
English pattern, 20%.
Galvanized washtubs, 20%.
Galvanized coal hods, 12½%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 25 and 5%.
10-qt flaring sap buckets, 25 and 5%.
6, 10 and 14-qt. flaring pails, 25 and 5%.
Copper bottom tea kettles and boilers, 10%.
Coal hods, 25 and 5%.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 35%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

WIRE, CUT HAY BALING
No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, 4$.25; No. 14, $4.40; No. 15, $4.65.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $4.75; No. 19, $5.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, 7-strand, $5.30; No. 18, 6-strand, $3.75; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.50; No. 14, $3.55; No. 15, $3.65.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt. Montreal
Barb 4 50
No. 9, coil spring 4 30
No. 9, plain galv.......... 4 25
No. 12, plain galv.......... 4 40
No. 13, plain galv.......... 4 50
O. & A., No. 10 .... 3 76
O. & A., No. 11 .... 3 82
O. & A., No. 12 .... 3 90
F.o.b. London: Barb, $3.85; No. 9, gal., $3.50; No. 12, gal., $3.65; No. 13, gal., $3.75; No. 9, coil spring, $3.55.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 18 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 90
No. 13 .... 4 00
No. 13½ 4 05
No. 14 .... 4 15
No. 15 .... 4 30
No. 16 .... 4 55

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Daisy No. 2 .... 63 00
Dairy No. 1 .... 57 75
Maple Leaf No. 2 .... 51 00
Maple Leaf No. 1 .... 51 00
Sun 42 00
Less 15 per cent.

WRENCHES
Trimo, 62½% off list; parts, 60%.

WRINGERS—MOP.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 31	0 31
Part cask	0 31½	0 31½

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

BEESWAX

Small quantities, per lb...	0 50
Larger quantities, per lb..	0 45

BLUE STONE

Per lb.	0 24

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 63
Weighted, 20 lbs., doz.	16 78

COATING

Cement Coating	$2 55	2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg...	0 09
Burnt Umber, 100 lb. ...	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs.	0 09
Imp. green, 100 lb. kegs...	0 22
Chrome green, pure	0 35
Chrome yellow	0 30
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs..	0 12
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry ...	0 20
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs	0 06
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 03
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 17
Chrome yellow, pure	.20-.35
Golden ochre, pure	0 16
French spruce ochre, pure	0 15
Chrome green, pure	0 15
French permanent green, pure	0 20
Signwriters' black, pure ..	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White ...	4 10
Old Dutch Enamel	4 00
Jas-per-lac floor enamel...	1 90
Jas-per-lac art enamel	3 10
Mooramel	4 35

FILLER Gal.

Luxeberry Enamel	$5 00
Screen Enamel. BB	1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs.	0 15½

$1.10 for demi-john extra.

GLUE Per lb.

French medal	0 16
English common sheet ...	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags....	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS
Country Base Price

United Inches	Star	Double Diamond
Up to 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 and 10 per cent.

GLASS, PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure"	$11 55	$11 70
C.P. Co. Decorators Pure	11 55	11 70
Crown and Anchor.	11 55	11 70
Elephant Genuine..	11 85	12 00
Green Seal	11 55	11 70
Moore's Pure White Lead	11 55	11 70
O.P.W. Decorators Pure	11 55	11 70
O.P.W. English	11 80	11 95
Painters' Perfect ..	11 10	11 25
Ramsay's Pure Lead	11 55	11 70
Tiger Pure	11 55	11 70

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine. $12.85 Montreal and $13.00 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine. $13.00 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	10 50	11 00
Genuine, 100-pound kegs, per cwt....	10 87½	11 50
Less quantity	....	0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1 lb. pkgs.		
2 lb. pkgs.		
5 lb. pkgs.		
25 lb. pkgs.		
100 lb. pkgs.		
200 lb. pkgs.		
300 lb. pkgs.		
600 lb. pkgs.		

See current report.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "English"	$2 30
Benjamin Moore's "Egyptian" Brand	1 45
Canada aPint Co.'s Pure ...	2 45
Elephant	2 15
Fresco Tone	2 20
High Standard, White	2 45
High Standard, Colors	2 30
Jamieson's Crown and Anchor	2 00
Jamieson's Island City	2 05
Martin-Senour 100% Pure ...	2 20
Minerva	2 20
Mellstone, gal.	2 20
Lowe Bros. Hard Drying Floor, gal.	2 05
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 10
Ramsay's Pure	2 10
Ramsay's Thistle	1 60-1 70
Stephens' House Paint, (Wpg.)	2 25
Stephen's Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 10
Senour's Porch Paint	2 30
Sherwin-Williams	2 30
Flat tone	2 20

PARIS GREEN

	C.P. Co.	Bergers
600-lb. barrels	38¾	39½
250-lb. kegs	39	39¾
100-lb. drums	40	40¾
50-lb. drums	40	40¾
25-lb. drums	40¼	41
1-lb. pack., 100 case.	42¼	43
½-lb. pack., 100 case	44¾	45
1-lb. tins, 100 case..	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl.	2 50

PRIMER

Luxeberry Primer	2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY

Standard

	Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums..	2 85	2 95
Bladders, in bbls....	3 15	3 25

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING Gal.

Liquid Slating, B.B.	$3 00

STAINS Gal.

Oil and Spirit, Berry Bros..	$2 73
Water Stains, Berry Bros...	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 80
Sun Varnish Stains	2 00

VARNISHES Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co's Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil ...	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing ...	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	450
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest inter'r.	2 60
Martin-Senour Wood-Var ..	2 30
No. 1 Furniture Varnish ...	1 25
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS

Opalite, 300 lb. bbls	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING)

Cream	0 16½

WASTE, WHITE WIPING

XXX Extra	0 15¼
X Grand	0 14¼
XLCR	0 13¼
X Empire	0 12¼
X Press	0 11¼

WASTE, COLORED WIPING

Fancy	0 10½
Lion	0 09½
Standard	0 08¾
Popular	0 07¾
Keen	0 06¾

WASTE, WOOL PACKING

Arrow	0 20
Axle	0 15
Anvil	0 11
Anchor	0 09

WIPERS, WASHED COTTON

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX Per lb

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 41
Johnsons	0 41
Dark Colored	0 06

WHITING

Paris white	1 50
Plain, in bbls.	1 25
Gilders, bolted, in bbls.	1 40

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 25
Barrels	0 87

$4 extra for barrels.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $9 00
Shot, soft, per cwt., $15.00; chilled, $14.50; buckshot, $13.80; ball, $14.20.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.25; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING
Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOLTS
Carriage, ⅜ and smaller, 42½ p.c.; 7-16 and larger, 27½ p.c.; machine, ⅜ and under, 42½ p.c.; 7-16 and over, 32½ p.c.; machine set screws, 55 p.c.; plough bolts, 32½ p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 70 p.c.; sleigh shoe bolts to ⅜, 32½ p.c.; 7-16 and up, 27½ p.c.
Above prices under revision. See wekly report.

BORAX
Borax, per lb., 9c.

BUILDING PAPER
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.00; 16 oz., $2.85 per 100 lbs.

CHAIN
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.70; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie cut, 75 p.c.

CHURNS
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 46c per lb. Tinned, 30c; Braziers' soft copper, 10-24ft 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 55 p.c.; Blacksmith, ½ in. round shank, 47½ p.c.
Eavestrough, 8 in., per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10 and 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½ p.c.

FIXTURES
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 14½c lb.; 125-lb. kegs, 15½c lb.; 10-lb. jugs, $1.85 each; 24-oz. bottles, $3.85 doz.; 12-oz. bottles, $2 doz.

FERRULES AND RINGS
30 p.c. off.

FILES. Nicholson's, 57½ p.c.

GASOLINE
Printers' naphtha, bbls., 29½c per gal; $3.20 per case.

GALVANIZED WARE
Heavy pails, 10 p.c. off; light pails and heavy tubs, 17½ p.c. off.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate)
30% off f.o.b. Regina, Winnipeg Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 55 p.c.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES
Iron, No 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng..	7 25	7 25
28 Am. or 26 Eng...	7 00	7 00
26 Am. or 26 spec..	6 70	6 70
24 Am. and Eng....	6 30	6 30
22 m. and Eng......	6 20	6 20
18 20 Am. and Eng.	6 00	6 00
16 Am. and Eng....	5 85	5 85

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE. $10.90 $11.90.

LEAD WASTE. $10.90.

LINSEED OIL
Raw, per gal., $1.05; boiled, per gal., $1.08.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.60 base; Winnipeg, $4 base. Cut, f.o.b., Winnipeg, $4.

NAILS, HORSE
Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square, small lots, 1c advance over list; case lots, net list. Hexagon, small lots, ¼c advance over list; case lots, ¾c off list.

OIL CANS.

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top....	2 81	4 25
2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $5.49; ⅜, $5.66; ½, $6.62; ¾, $8.22; 1, $12.12; 1¼, $15; 1½, $17.50; 2, $24; 2½, $41.84; 3, $54.75.

IRON PIPE
Black, ¼, $3.31; ⅜, $3.40; ½, $4.25; ¾, $5.10; 1, $7.46; 1¼, $9.50; 1½, $11.50; 2, $15.00; 2½, $25.77; 3, $33.73; 3½, $40.60; 4, $48.15; 4½, $59.50; 5, $69.90; 6, $90.70.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb.; less, 46½c lb.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90; Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt.........	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 45 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 70 and 10%; flat head, 75 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 30
14-16 gauge	4 25
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels (polished) Fox and Otis, $9.10; Bulldog and Jones, $9.05; Black, 50c per doz. less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $9.25; No. 8, $9.85; No. 10, $10.40. Jones socket scoops, Moose Scoops, No. 6, $10.12; No. 8, $10.65; No. 10, $11.17.

SOLDER
Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.75 at Fort William; $4.15 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $4.30; 14 and 16 gauge, $4.25; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C..................	11 75
20 x 28 I X..................	14 00
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 90c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30% plus 75c per 100 lbs. net; full boxes, iron, 35% plus 75c per 100 lbs. net.

WHITE LEAD
5-ton lots, $11.90; ton lots, $12.30.

WIRE, BARB
Lyman 4-point, $3.55 f.o.b. Fort William, $3.80 Winnipeg; Glidden Cattle, 2 pt., $3.40 Fort William, $3.65 Winnipeg; Baker 2 pt., $3.35 Fort William, $3.60 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.80; Winnipeg, $4.10; coil spring, No. 12, Fort William, $4.00; Winnipeg, $4.30; Plain galvanized, No. 9, $3.75 Fort William, $4.05 Winnipeg; No. 12, $3.95 Fort William, $4.25 Winnipeg.
Patented screen, in 100-ft. rolls, $2 per hundred sq. feet; in 50-ft. rolls, $2.10 per 100 sq. ft.

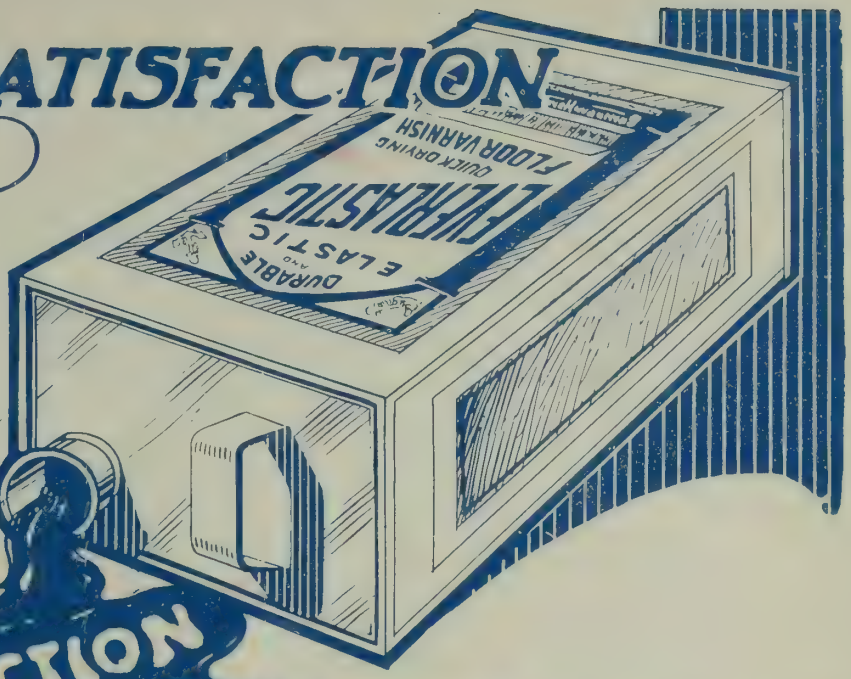
WIRE, PLAIN
$3.10.
Bale ties, 14 gauge, single loop, $4.75 Winnipeg; $4.35 Fort William.
Brass snare wire, per lb., 60c.

WIRE ANNEALED
0-9, $4; 10, $4.06; 11, $4.12; 12, $4.20; 13, $4.40; 14, $4.30; 15, $4.55; 16, $4.70.

WIRE (STOVEPIPE)
18 and 19 gauge, 6½c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

SPREADS SATISFACTION on any floor



SATISFACTION

"EVERLASTING and ELASTIC"

are the words from which the name of our quick-drying Floor Varnish

"EVERLASTIC"

has been derived. The two qualities of durability and elasticity account for the general satisfaction this Varnish is giving to consumers throughout Canada.

Hardwood floors are usually the pride of the householder, and when you recommend to them a Varnish like

"EVERLASTIC"

they feel that you have done them a good service.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Made in Canada

Sold on Merit

The Paint that is Easiest and Most Profitable to Sell

Martin-Senour 100% pure paint is unsurpassed in quality because it is made so good that there is no room for others to improve. It has to be sold only once; after that it sells itself. First users become your friends and steady customers.

Regardless of scarcity or high cost of raw materials, 100% pure paint never changes in quality—the formula of purity is strictly adhered to, and your customers are protected by our absolute guarantee printed on the label of every can.

The materials entering into the manufacture of 100% Pure, namely, pure white lead, pure oxide of zinc, pure linseed oil and turpentine dryer, have been found by expert paint chemists and experienced painters through exhaustive tests to be the materials best suited for paint making. Therefore, by supplying your customers with 100% Pure you are giving them their full paint value and assuring them of lasting satisfaction, which is not obtainable with adulterated materials.

This high quality, together with the strongest advertising and sales promotion work, has made 100% Pure the Canadian paint users' first choice, and that is just why it is the easiest and most profitable to sell.

MARTIN-SENOUR SPIC-and-SPAN FINISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

MARBLE-ITE FINISH

STANDS THE SCUFF

Marble-Ite is "the distinctive floor finish" with the money-back guarantee, which from its reputation is much in demand by people who wish to make and keep their floors "Spic and Span."

It gives lasting beauty and satisfaction on floors of all kinds. It dries quickly with bone-like hardness. It is heel-proof, water-proof and almost wear-proof. It won't mar or scratch white, crack or blister.

Write us for a sample—Prove it for yourself.

A MONEY-BACK GUARANTEE

"Marble-Ite" floor finish is made of the finest varnish gums and oils by most modern and scientific methods, and when used according to directions on the can, is guaranteed to give absolute satisfaction on every floor it covers. Our Dealer-Agents are instructed to refund the purchase price, or replace the varnish, if it doesn't do all we claim.

The Martin-Senour line of Varnishes, Stains and Enamels is most complete.

In addition to Marble-Ite, the "distinctive floor finish," are the following leaders, each guaranteed to best serve the purpose for which it is made:

DURABLE OUTSIDE SPAR. For highest class exterior work where extreme durability is required.

FINEST INTERIOR FINISH. For high-grade interior work

WOOD-LAC. The "Stain of Fame."

MISSION-TONE WOOD DYE. For procuring beautiful mission effects.

VARNOLEUM. For beautifying and preserving oilcloth and linoleum.

MARTIN'S WHITE ENAMEL. (The Enamel de luxe). It stays white.

These unsurpassed quality products create and retain trade for the Dealer who handles them.

If interested, tear out this page and keep with letters to be answered.

More! More! More!

When you see Mr. Gynk 'tis of good paint you think.

You'll Make Re-orders Double-sure by selling the

Stephens'

REGISTERED TRADE MARK

Line of Paints and Varnishes

House Paints, Floor Paints, Barn and Elevator Paints, Silkstone Flat Wall Colors, Interior Enamels, Wa-Ko-Ver Stains, Carriage Paints, Varnishes, etc.

With the Stephens' line you can defy competition, because it stands in a class by itself for satisfaction giving. Its covering capacity, appearance and durability appeal strongly to practical painters.

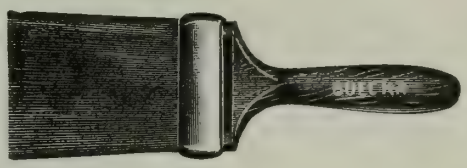
If we are not represented in your district, write for our exclusive agency proposition.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.



BOECKH TRADE MARK EST'D 1856 TORONTO

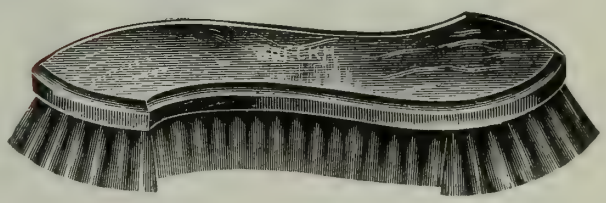
The Bristles CAN'T Come Out

"Steel Grip" Paint and Varnish Brushes

Practical painters prefer "Steel Grip" Brushes **because** they know the bristles can't come out and handicap them in their work —**because** they are easy to work with on account of their flexibility —**because** the proportions of the handle means freedom from cramped fingers—**because** they give a maximum of brush service—**because** they are guaranteed.

Boeckh's Household Brushes

Bannister Brushes, Hair Brooms, Scrub, Shoe and Stove, Window and Waxing Brushes, etc., have the appearance that appeals to the housewife, and they sell at a price that pleases the pocket-book and give service extraordinary.



Boeckh's Guarantee

WE PROTECT THE DEALER AND CONSUMER WITH OUR "GUARANTEE"

Each and every Brush which bears the name BOECKH is absolutely "guaranteed," and if found defective it may be returned and will be replaced with a new one—entirely at our expense. The dealer cannot lose on Boeckh's Brushes, and, besides, the customer is assured of getting satisfaction.

MADE IN CANADA FOR SIXTY YEARS

The Boeckh Bros. Company, Ltd.

158-168 Adelaide St. West, TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

Trade Mark

MEANS

SUCCESS WITH CO-OPERATION

IN YOUR BUSINESS

This trade-mark in your store is a sign that you are representing the LARGEST PAINT and VARNISH MANUFACTURERS in the BRITISH EMPIRE.

It is the aim of every man to be the biggest in his line. Let us assist you in your success by our co-operative plans and the best goods it is possible for you to handle.

We are working with and for our Agents by getting in touch with their customers, by a complete line of advertising and dealer helps, and by supplying the most complete line of products for every purpose.

ARE YOU HANDLING S-W PRODUCTS? If not, write us for our proposition and let us help you to SUCCESS.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

MONTREAL TORONTO WINNIPEG CALGARY HALIFAX

If interested, tear out this page and keep with letters to be answered.

Trade Mark

INCREASE YOUR BUSINESS

SWP

WILL DO IT

FIFTY YEARS' EXPERIENCE has taught us a great many things about Paints and Varnishes.

SWP and our many other lines are the outcome of the most careful study of your customers' wants.

INCREASE YOUR BUSINESS by SATISFYING YOUR CUSTOMER. Our Agency Lines will do this for you. Are you carrying the GOODS that are RIGHT, the GOODS that are UNIFORM, the GOODS that are PROMPTLY DELIVERED?

IF NOT, WHY NOT? Write us for information, and get in line with the BIGGEST PROPOSITION OFFERED for THE BEST LINE OF GOODS.

THE SHERWIN-WILLIAMS CO.

MONTREAL TORONTO WINNIPEG CALGARY HALIFAX

If interested, tear out this page and keep with letters to be answered.

Sanderson Pearcy & Co. Limited

61-63-65 Adelaide St. West, Toronto, Ont.

SPECIALTIES:

Bluestone
Glues
Paris Green
Cutlery
White Lead

SPECIALTIES:

Castor Oil
Linseed Oil
Pumice Stone
Putty
Shellac

PAINTS, OILS

Your future patronage is essential to the progressiveness of our organization—therefore we make *satisfaction and re-orders double-sure* by selling quality goods at a very reasonable price.

Giving high quality and prompt service, and maintaining a reasonable price has been our aim for years, and it has proven very profitable to us—our business of to-day shows it.

Send us your next order. A trial will convince you that our goods are highly satisfactory.

VARNISHES, GLASS, ETC.

The House For Quality and Prompt Service

If interested, tear out this page and keep with letters to be answered.

Lowe Bros. Purpose

Lowe Bros. Purpose is—to create an organization in which the consumer, the dealer and we, the manufacturer, are like a family, so close is our common interest, so great is our trust and belief in each other's integrity and ability.

Lowe Bros. Policy

First: To make "High Standard" paint the very best that the art of paint-making is capable of to-day—our fifty years' scientific experience helping in no small measure to this end. Second: to treat our customers and the public just exactly as we would like to be treated.

Lowe Bros. Publicity

Like the elephant's trunk, it's flexible and it's always reaching for—and getting—something new and good. Bill-boards, newspapers, magazines, circulars and letters form the back-bone of our complete 1916 campaign. Hand in hand with our 50 years' experience in making paint has marched 50 years of knowing how to sell it for our dealers.

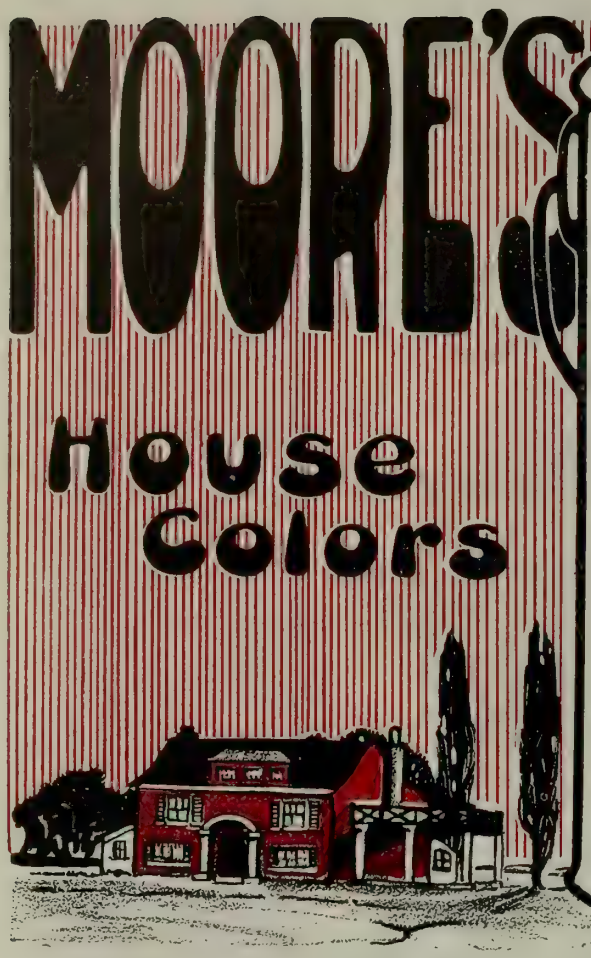
Lowe Bros. Paint

Is sold on an agency basis that makes our customer our partner—gives us mutual aims, gives us a complete understanding—gets us both results. If you are not a Lowe Bros. agent, and if you are the right man, there is a proposition here that will open your eyes.

WRITE US TO-DAY ABOUT IT.

Lowe Brothers
Limited

TORONTO



A Pure Linseed Oil
PAINT

This paint is made from the very best and most lasting pigments combined with Pure Linseed Oil and the very best liquid dryers.

Dries perfectly hard and without gloss, yet possesses sufficient elasticity to prevent cracking or peeling.

Its working and lasting qualities have been thoroughly tested at seashore and inland, and numerous testimonials as to its merits by both dealer and consumer.

The Moore Line

MURESCO — The best wall finish.
HOUSE COLORS — A pure linseed oil paint.
FLOOR PAINT — Dries hard over night.
MOORAMEL — Perfect flowing enamel.
TILE-LIKE — Varnish and stain combined.
SANI-FLAT — A non-poisonous flat oil paint.

The Painter's the Man You've Got to Please

To Do Paint Selling With the Greatest Ease

and Profit.

The Moore Line is right on the Job.

Sales of the Moore line come double-quick, because the quality is high and the price comparatively low.

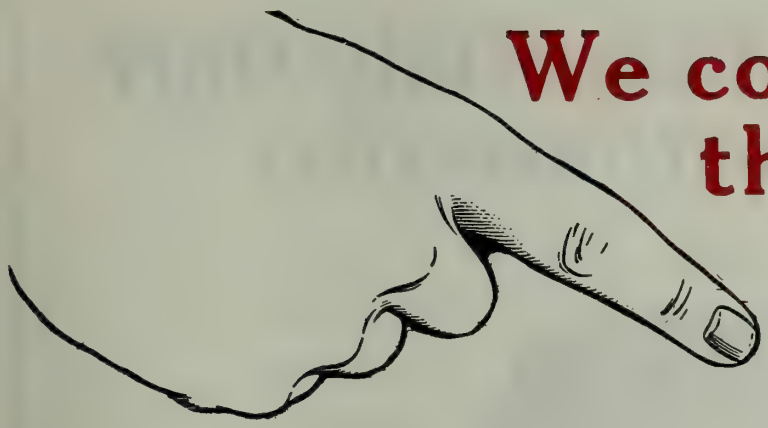
When you sell to a painter once you are practically sure of his future patronage.

It will be well worth your while to let us put our agency proposition before you. Write.

MADE IN TORONTO, CANADA.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.



We couldn't improve the GOODS—

—so we improved the PACKAGE

The New Package

Muresco

is a quality preparation through and through. It will not peel, crack or rub off, is very economical in use, artistic in appearance, durable and sanitary.

The sale of Muresco has grown by leaps and bounds. Hundreds and hundreds of dealers say it is a wonderful seller—Once known, it's used again and again.

If you are not selling this line of wall finish your efforts are not bearing the most fruit. A trial will convince you of this fact.

Made in white, 16 tints and 16 colors.

Write for color card, prices and agency proposition.

Benjamin Moore & Co., Limited

WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

You Sell This Paint Only Once

—it sells itself thereafter

The Service Creates a Desire for More

R. C. Jamieson & Company, Limited

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., Limited

MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.

Does Every Dollar you receive for your Paints and Varnishes represent the giving of full value for your customers?

This is a very important question—a material increase in your business probably hinges upon it, because trade invariably follows value.

There are many kinds of paint—good, medium and bad. Some cost high and are not worth it. Some are cheap and yet not worth their price, being full of adulterants.

JAMIESON'S

Pure Prepared Paints and Varnishes

Represent a value seldom placed before the trade. They are second to none in service, and their price is comparatively low for that of good quality.

We would like you to ask to be shown, because we have abundance of proof that our claims have a substantial foundation.

Investigate now—it costs nothing, and may be worth hundreds, perhaps thousands of dollars to you.

Your request for particulars and proposition will receive our immediate attention. Make it.

R. C. Jamieson & Company, Limited

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., Limited

MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.

To-day Starts Our Big Consumer Advertising Campaign

The reduced advertisements shown on the opposite page are being used in a list of mediums that represent an aggregate circulation for the entire schedule, of eight times the possible number of paint users in the district covered.

Thousands of copies of our booklet "What, When and How to Paint," will be distributed free to consumers in the rural districts.

Our direct mail campaign will reach practically every user of paint in small towns and cities.

Canada Paint

selling helps which we supply to CP Agents, when coupled with this "blanketing" consumer advertising, makes the strongest co-operative selling plan ever undertaken by a Canadian paint manufacturer.

If you are not a Canada Paint Agent get in touch with us AT ONCE and take your share of the increased paint profits that this plan makes possible.

Canada Paint Company, Limited

572 William Street, Montreal

"Get Out and Get Under"—NOW

If interested, tear out this page and keep with letters to be answered.

Some of the Advertisements that are educating your customers to know the economy of using Canada Paint.

Are these ads helping to *drive sales over your counter?*

If interested, tear out this page and keep with letters to be answered.

This Handsome Lithograph Cut-out, life size in colors, free to every agent

"The Dealer's Mint of Selling Hints."

Lithograph Steel Cabinet Showing Colors on Wood, 32 inches high.

Is There a Kyanize Agent in Your Town?

If Not—Then There Is a Chance for You to Get More Varnish and Enamel Business

A Kyanize Dealer controls the Varnish Trade in his town.

He can't help it.

Not only is he selling the best varnish that can be made—at the right price.

He is backed by the livest varnish selling organization in the world.

"The Dealer's Mint Of Selling Hints"

Here is the most remarkable paint-selling manual ever compiled. A copy should be in your files—ever handy to suggest a new business-building plan—to furnish a new window display idea—to give you a new thought on store and counter decorations—to assist in making your store a more profitable institution in every way. It will be the means of helping Kyanize Dealers to a greater profit than ever during the next three months. We suggest you send for a copy TO-DAY.

The Varnish Line That's a Profit Mine

There is no limit to the co-operation we give our Dealers.

When we appoint a Kyanize Agent we go right to work for him.

We do as much for him *in his store*—with our never-ending succession of valuable sales helps—as we do for him *outside his store* with our Advertising to the public.

If you are interested in a plan that should double your varnish and enamel business—and there is no Kyanize Agent in your locality—write at once for "The Dealer's Mint of Selling Hints"—and full details of the Kyanize Exclusive Agency Plan.

BOSTON VARNISH COMPANY

Everett Station, Boston, U.S.A.

CANADIAN DISTRIBUTORS:

The J. H. Ashdown Hardware Co., Limited, Calgary, Winnipeg, Saskatoon.
Sturgeons. Limited, 91 Church Street, Toronto
The E. Cavanaugh Co., Limited, 935-945 Notre Dame Street West, Montreal

If interested, tear out this page and keep with letters to be answered.

The Right Paint To Paint Right

RAMSAY'S READY MIXED PAINTS

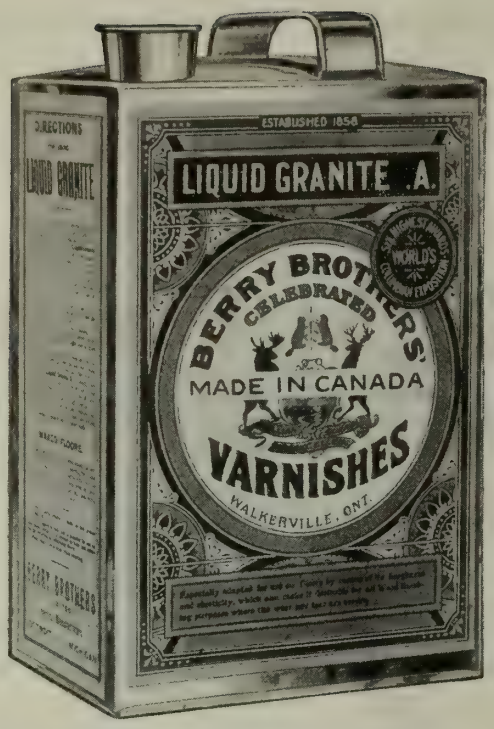
Ramsay's Paints have covering and lasting qualities that are nothing short of extraordinary—and they pay a generous profit.

A. Ramsay & Son Company

Toronto MONTREAL Vancouver

Established in the year 1842

If interested, tear out this page and keep with letters to be answered.



THE Berry label and trademark are efficient salesmen for Berry Brothers made-in-Canada Varnishes and Enamels.

Their established record for quality, uniformity and absolute dependability makes all Berry Brothers products safe to recommend and easy to sell.

You can increase the volume of your varnish business by making a leader of Berry Brothers line.

Write for our descriptive price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

(260)

BLUE BARRELS

Livingston Linseed Oil Brands are Always Guaranteed

"PURE, THAT'S SURE"

Insist on getting these Brands.

THE
Dominion Linseed Oil Co.
LIMITED
BADEN — TORONTO — MONTREAL

If interested, tear out this page and keep with letters to be answered.

Money Makers

MUNRO'S
Dry Colors

REDS
GREENS
BLUES
YELLOWS
PARIS GREEN

Made in Montreal in our up-to-date factory—of a quality that cannot be excelled and at prices that defy competition.

The
Allan Munro Color Co.
Limited

41 Britannia Street - - Montreal

DOUGALL VARNISH

"The Varnish That Lasts Longest"

An up-to-date factory containing most modern equipment, skilled help of the highest order, materials of only the highest grade and continual care in every process combine in making Dougall varnish the most attractive to both dealer and user.

It does not take long to prove that Dougall Varnish will please your customers and bring increased business to your store.

Dougall Varnish is properly aged. It is uniform and can be depended upon. It will cover more surface per gallon than most other varnishes.

It will pay you to look into our complete line

THE DOUGALL VARNISH CO., Limited, Montreal

Designed for Safety, Strength and Durability

The G.G.G. Hame Fastener

Made in Canada

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

MANUFACTURED BY

The Imperial Mfg. Company ∴ Welland, Ontario

If interested, tear out this page and keep with letters to be answered.

Are You On Our Black List?

IF NOT! WHY?

This List contains the names of the Principal Manufacturers and Dealers in Paints and Varnishes who buy their Blacks exclusively from us.

Why Buy the "Near Brand" When the Best Is Procurable?

This seal on every

1849 L M & C 1916

package is your guarantee.

Originators of the famous Old Standard, Eagle, Pyramid and Globe Brands of Package Lamp Blacks.
Sixty-seven years of Experience with Customers all over the World has taught us Some Things in the Black Business which might interest you.
The Guarantee of Public Approval for this period is also Worth Considering.
Steady Reliability, Uniformity and Highest Quality for the Least Price Possible. The Best is always the Cheapest.

To be convinced write us.

THE L. MARTIN COMPANY

81 FULTON STREET, NEW YORK CITY

Factories: Philadelphia, Penna., Johnsonburg, Penna., and London, England

CANADIAN REPRESENTATIVES: JAS. A. TAYLOR, Montreal. JAMES HAYWOOD, Toronto.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Profits in Brushes

Are had from carrying the kinds that

Bring Repeat Orders; Make Your Customers Your Friends; Are Reasonable in Price; Have Plenty of Snap; Are Nicely Finished; Require No "Breaking In"; Are Properly Balanced; Wear Well; Build up Your Business, and are

ABSOLUTELY GUARANTEED

By a Reliable Manufacturer.

SIMMS BRUSHES

Meet these requirements and more.

A simple request to your jobber will bring you samples and prices of this line of Brushes, the most complete of any

MADE IN CANADA

If your jobber does not carry them write us, and we will see that you are served. Give us the opportunity to show you the facts we have back of the assertions we are making. Visit our plant—the most modern in equipment, the largest in Canada—and see us make these

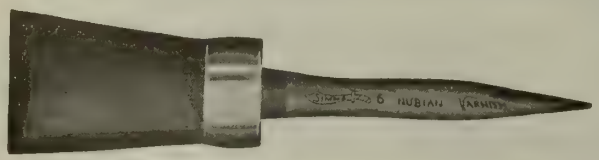
BETTER BRUSHES

See for yourself the methods and equipment used that make it possible for us to produce **Quality Brushes** at a price no higher than for the common kinds.

T. S. SIMMS & CO.

LIMITED

ST. JOHN (FAIRVILLE), N.B.



PLAY BALL

With Canadian Made Bats

Made from the best air-seasoned Canadian White Ash, nicely finished.

THEY LOOK WELL, SELL WELL AND LAST WELL

Write for latest price list

ST. MARY'S WOOD SPECIALTY CO., Limited

ST. MARY'S, ONTARIO

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

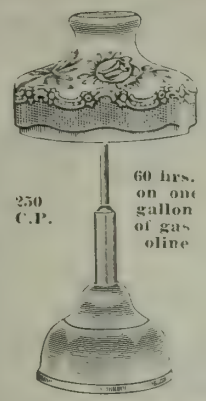
It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**
Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.
If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.
Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

If interested, tear out this page and keep with letters to be answered.



Nulite Favorite No. 40 Portable Table Lamp — With four color china shade—Automatically cleaned Cannon cleg.

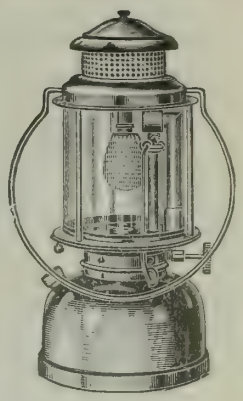
MORE PROFIT FOR YOU

The NULITE line of Lighting Devices is a money-maker for Dealers.

MORE THAN 12,000 HARDWARE DEALERS ALL OVER THE WORLD HAVE TRIED OUR PROPOSITION AND HAVE MADE GOOD. OUR LAMPS ARE PRODUCED IN large quantities at a minimum cost and are sold exclusively through the hardware and merchandise trade at reasonable prices, which assures ready sales and good profits.

Hardware Dealers in one State (Iowa) alone have sold more than 10,000 NULITE FAVORITE TABLE LAMPS. It is unquestionably the best indoor Portable Lamp to be had, and it sells in preference to any other lamp on the market on sight.

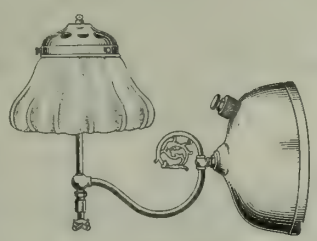
The STORM KING LANTERN is in use in 45 countries besides the United States. Campers and Sportsmen find it to be just what they need. Also by contractors, engineers, shows, fairs, streets, parks, docks, military encampments, lightbuoys, ships, railroads, mines, farms, etc.



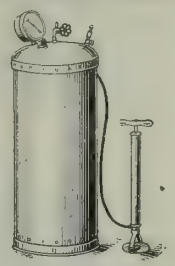
Storm King Lantern—200 C. Absolutely storm proof. Capacity one quart Operates 15 hrs. on a filling.

PRICES ARE RIGHT AND EVERY SALE MEANS A SATISFIED CUSTOMER

Find a user of a Nulite Lamp or Lighting System and you will find a satisfied user of artificial light. National equipment is made only from the very best material by skilled workmen and is backed by an iron-clad guarantee of satisfaction.

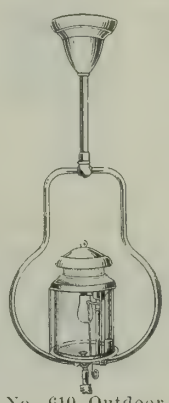


No. 11 Portable Wall Lamp



Nulite System Tanks, 1 to 15 gallon sizes.

Nulite Lighting Systems are reliable, inexpensive to install, simple in operation and will light the average Home, Store or Church brilliantly at about one-tenth the cost of Electricity, Gas or Acetylene.



No. 610 Outdoor System Lamp 500 C. P.

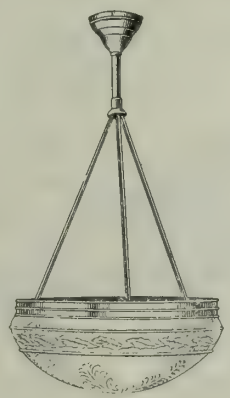
Every church, hall, store and home in the small towns and rural districts needs a Nulite System and will buy when they know its advantages. We make lamps and systems suitable for every purpose.

No. 604 System Lamp 300 C. P.

More than a million Nulite Lamps have been sold throughout the world and everyone has given satisfaction and saved money for the users. Every Lamp and System is guaranteed to be just as represented.

No. 605 System Lamp—300 C. P.

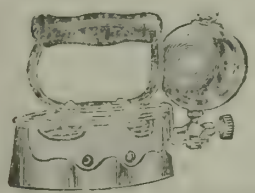
ALL NULITE LAMPS ARE EQUIPPED WITH AN AUTOMATIC CLEANING DEVICE which cleans the gas tip from the inside and makes it IMPOSSIBLE FOR IT TO CHOKE OR CLOG.



No. 1 Semi Indirect System Lamp—400 C. P.

A NULITE SYSTEM INSTALLED in your store will save its cost in a few months in reduced light bills, light your place to better advantage and make you independent of lighting monopolies. Detailed estimates will be sent forward promptly upon receipt of your request with the dimensions of the place you wish to light.

CATALOG SHOWING COMPLETE LINE (500 styles) MAILED FREE ON REQUEST



THE COMFORT MAKES IRONING A PLEASURE—Makes and burns its own gas. Costs only one-third to one-half cent per hour to operate. Two points, both ends are front ends. Operates 5 hours on one filling. No connecting wires or tubes. Operates anywhere, eliminates discomfort and the hot stove. Equipped with a quick-lighting, self-cleaning generator. Adjustable to any heat desired. A SURE WINNER FOR DEALERS EVERYWHERE.

Manufactured Exclusively by

THE NATIONAL STAMPING AND ELECTRIC WORKS, CHICAGO, U.S.A.

SOLD IN CANADA BY THE FOLLOWING JOBBING HOUSES:

London, Ont.	The Hobbs Hardware Co., Limited.	Winnipeg, Man.	The J. H. Ashdown Hardware Company
Kingston, Ont.	Robertson's, Limited.	Calgary, Alta.	The J. H. Ashdown Hardware Company
Toronto, Ont.	H. S. Howland, Sons & Co., Limited.	Saskatoon, Sask.	The J. H. Ashdown Hardware Company
	Charlottetown, P.E.I. The Rogers Hardware Company, Limited.		

If interested, tear out this page and keep with letters to be answered.

Russell Jennings Auger Bits

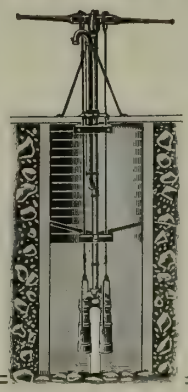
Two styles of shanks,— three threads for boring all woods

Patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

The AYLMER Double-Cylinder Double-Acting Force Pump.



This is the only pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy working. Always primed. Never freezes.

Will force the water any distance and to any elevation required with ease. In case of fire it has no equal.

The pumps you will eventually handle. Why not now?

Easy to sell.

Aylmer Pump & Scale Co., Ltd.
Aylmer, Ontario

Arctic Metal

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

ALUMINIUM

WELDING SUPPLIES IN STOCK

THE **British Aluminium Co.** Limited
of London, England
60 W. FRONT ST., TORONTO

Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

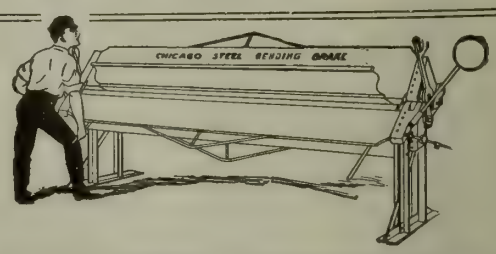
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

BIG

RESULTS
from small investments. Real Hardware & Metal's Want Ad. Page.



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

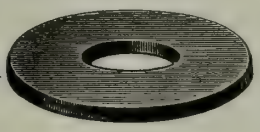
WRITE FOR CATALOG AND FULL PARTICULARS.

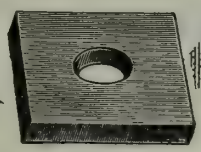
The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

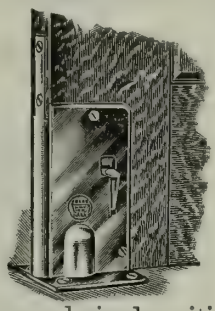
Milwaukee, Wis.

TRADE CHICAGO MARK

SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO **NEW YORK**

RAZORS—
Geneva Cutlery Co., Geneva, N.Y.

RAZOR STROPS—
Howard Specialty Co., New York.

TRAYS—
Carpathian Silver—a good seller.

SLIDE RULES—
For inside and outside measurements.

LANTERN ATTACHMENTS—
We have the best on the market—The Verilite --price lowest.

WINDOW BOLTS—
Sizes 2-5 inches, iron and brass spring bolts—made in Canada.

PAPER CUTTERS—
Quality paper cutters at lowest prices.

TWINE HOLDERS—
In full variety, also paper bag holders.

SCREEN DOOR HINGES—
The "Jiffy" hinge, the best hinge made.

FLY CATCHERS—
Bull Dog Brand, made in England.

"SHUREDGE" POCKET CUTLERY
The Robeson Cutlery Co., Rochester, N.Y.

SOLE AGENTS:

Saunders & Wainwright

St. Nicholas Building - - MONTREAL

"LACHUTE"

Highest Standard of Quality

TOOL HANDLES

Axe, Pick, Sledge, Hammer, Adze, Hatchet, Spike Maul, Etc.

Made of Selected Second Growth Hickory material, specially prepared for our exclusive requirements by our own Saw Mill in Southern U.S.

Besides the quality of our Hickory Handles being unsurpassed, their superior glossy finish, obtained by a special process, makes them very attractive and great "sellers."

We also solicit your orders for

"LACHUTE" Lumbering Tools

(Complete with Handles)

Peavies, Cant Hooks, Pike Poles
Pickaroons, Hookaroons, Etc.

THE LACHUTE SHUTTLE CO., LIMITED
LACHUTE MILLS, P.Q.

If interested, tear out this page and keep with letters to be answered.

The Easy Way to Display and Sell Wire Cloth

The awkwardness in unrolling wire cloth is done away with the instant you instal

The BOWSER Wire Cloth Display Rack

and besides, your stock is displayed in a very attractive and effective manner;—your store will have a neater and more up-to-date, business-like appearance which attracts the better class of trade.

Once known—always used.

It will pay you to get full particulars.

R. M. BOWSER & SON
Renfrew, Pa.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng

Hale Brothers, Canadian Agents, 3 St Nicholas St., MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass Hardware and Painters' Supplies

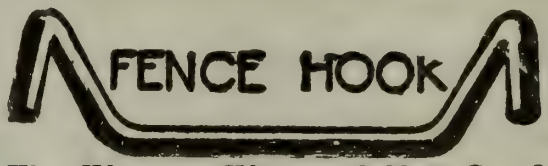
Agents: A. RAMSAY & SON COMPANY, Montreal.

WANTED—ALUMINUM SHEET CUTTINGS

either pure metal or specified aluminum. Copper alloy, clean condition (swarf o turnings not required). Cuttings must be from at least 1-10" gauge sheet. Quote per ton F.O.B. New York or Montreal, and submit representative sample with quotation to

F. W. LAMPLOUGH & CO., - Unity Building, MONTREAL

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES

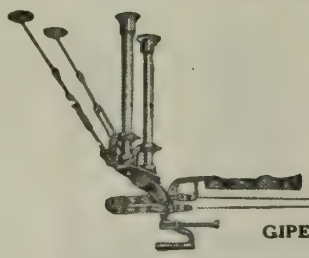


WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

Two Cents Per Word

You can talk across the continent for two cents per word with a WANT AD. in this paper.



FACTS

We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test.

Send for our new Catalogue F.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

You can talk across the continent for two cents per word with a WANT AD. in this paper.

If interested, tear out this page and keep with letters to be answered.

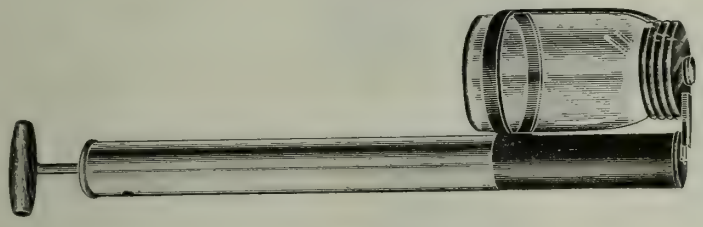
Collins' Guaranteed SPRAYERS

We have been making sprayers since 1900. Our leaders are:

Sturdy Sprayers:—Hold four gallons, have three spray caps, spray anything from disinfectant to whitewash.

Crown Sprayers:—Hold one quart. The regular imperial fruit jar is used. Makes a double spray. Used for spraying cattle and general use. Will not rust. We also make glass sprayers in ½ pint size. One quart tin sprays. Sprays for spraying floor wax.

WRITE FOR PRICES



The Collins Mfg. Co.

Makers of Collins' Asbestos Thimbles

415 Symington Ave. - - Toronto

Would you believe words could be printed on Wood Veneer?

The veneer is very thin, in fact as thin as paper, and then it is mounted on heavy cardboard. The new sign which we are distributing to Hardware stores is a good sample of this kind of work. The lettering on this sign is inlaid in a different kind of wood veneer. All this helps make the sign interesting and when it is displayed by a Dealer selling Simonds Hand or Cross-Cut Saws it invariably creates a great deal of interest. A high-grade saw like the Simonds should necessarily be represented by a high-grade sign. We will send one or two to any customer selling our saws, whether buying direct from us or through a jobber.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave. **MONTREAL, QUE.**

Vancouver, B.C. **St. John, N.B.**

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

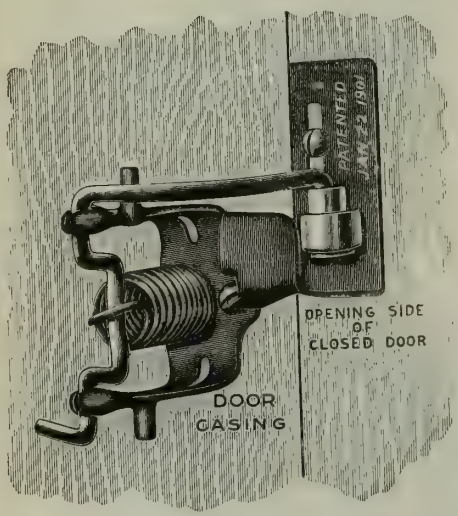
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

The Mallory Automatic Door Spring

The article is small but the profit is big



May truly be looked on as a trade builder and trade retainer. Recent prices are such as will give the dealer greater profits. No customs to pay for it is **Made in Canada.** For sale by all leading jobbers, whose patronage is respectfully solicited.

G. W. MALLORY

BLENHEIM, ONT.

"MY THIRD SALE THIS MORNING"

Says a progressive Hardware Dealer selling

"NORCROSS" Cultivator-hoes

The day of the ordinary Hoe is passing. Wheel Plows are expensive and sales limited.

"Norcross" Implements fill practically every need of both men and women, in Garden and Flowers.

Inexpensive—fast sellers—at good profits.
THREE SIZES—5-prong, 3-prong, and Midget.
QUALITY—The very best throughout.

Compare a **"Norcross"** with imitations. You will find its Quality, Finish and Special Features unequalled.

DEALERS—Investigate these modern tools. A small investment will determine possible sales.

We'll mail you **FREE** a **MIDGET WEEDER**, by which to judge our complete line—send you Catalog and name of nearest Canadian jobber handling. **Write at once.**

C. S. NORCROSS & SONS

Manufacturers

Bushnell, Ill., U.S.A.

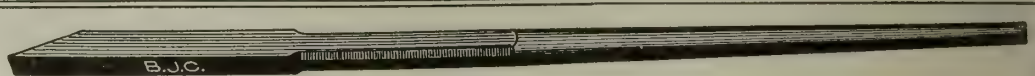
THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

If interested, tear out this page and keep with letters to be answered.

ESTABLISHED A.D. 1830

Do You Sell These JOHNSON Garden Tools?

A GOOD VARIETY OF STYLES — ONLY ONE QUALITY—THE BEST

No. 215—A Leader.
Finished in Blue Enamel.

No. 2120—Socket—Long Handle.
Blade Polished and Enameled Red.

No. 217—Transplanter.
A Most Handy Implement.

Handsomest and Best Made Implements on the Market. THEY SELL ON SIGHT.

No. 300—Spading Fork.
Tines Polished and Enameled Blue. Polished Handle.

No. 2500—Asparagus Knife.
Forged—Hardened and Tempered.
Fine Finish.

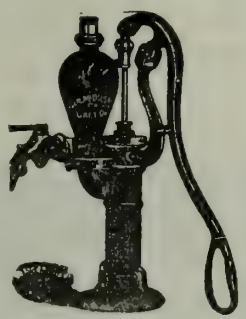
No. 400—Spading Fork.
Finished in Red Enamel

Manufactured by William Johnson, Hedenberg Works, Newark, N.J.

WRITE TO-DAY FOR BOOKLET SHOWING 19 NUMBERS

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

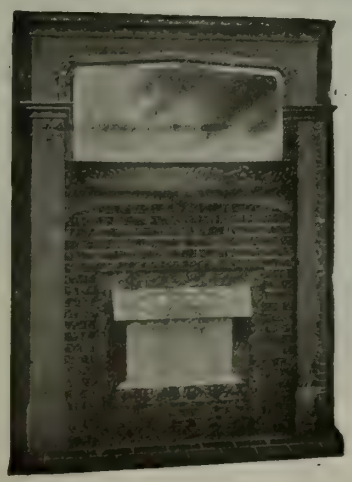
High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

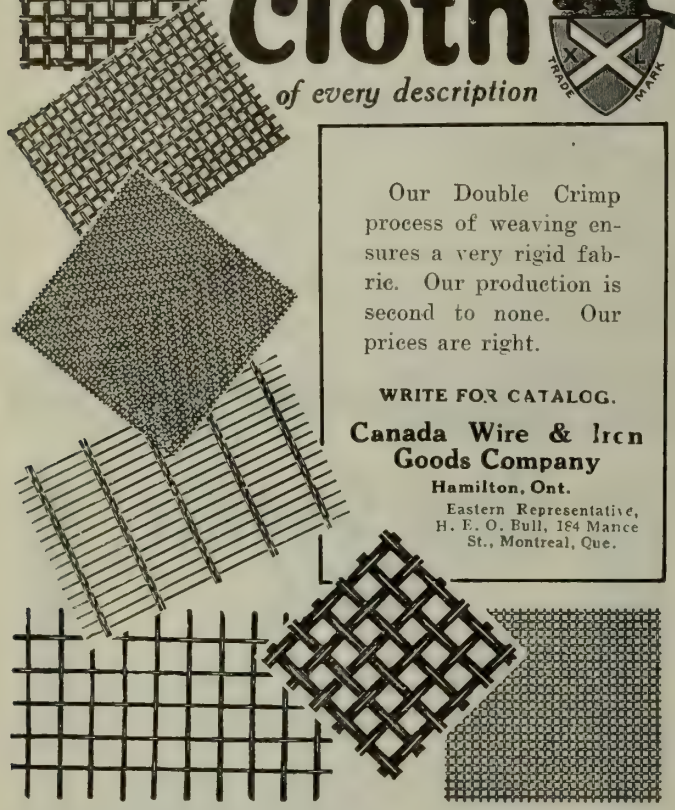
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

Wire Cloth

of every description



Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

Canada Wire & Iron Goods Company
Hamilton, Ont.
Eastern Representative, H. E. O. Bull, 184 Mance St., Montreal, Que.

Bluestone

98% pure. Barrels 450 lbs.

Sulphur

99% pure. Bags 100 lbs.

English Galvanized Poultry Netting

Size 1-in., all sizes 12-in. to 48-in.
Size ½-in., all sizes 18-in. to 36-in.

WRITE FOR PRICES.

E. Fielding & Son

34 Front Street West, Toronto

"Apollo Best Bloom" Galvanized Iron Sheets

We have on hand the following material to dispose of at **Attractive Prices:**

Quantity			Sizes		
14,500 lbs.	-	-	15¼″	x	71½″
15,500 lbs.	-	-	15⅛″	x	76″
26,000 lbs.	-	-	23⅝″	x	68½″
77,000 lbs.	-	-	26″	x	35″
1,300 lbs.	-	-	36″	x	96″
4,000 lbs.	-	-	36″	x	131″

Write or Wire To-day, If Interested

W. H. BANFIELD & SONS

370-386 PAPE AVENUE
TORONTO - - CANADA

Mr. Hardware Man, this is a good line. Look up your friends who own a garage and talk lockers to them.

Lockers that are made of wood are most unsanitary, and an additional fuel in case of fire.

Our metal lockers are highly sanitary and made on strictly hygienic principles.

They will not burn, and they occupy but a small space. They are light and airy, and each has a different lock.

These lockers are a great benefit to places where a number of people are employed. They prevent contact of one person's clothing with another's, thus avoiding possible contagion.

Illustrating our **Combination Tool and Clothes Locker.** This is the ideal locker for Machine Shop and Garage. We can equip our Locker to suit the most exacting requirements.

We manufacture Steel Shelving for all purposes.
INQUIRIES SOLICITED
Write for Catalogue.

Canada Wire & Iron Goods Co.
HAMILTON, ONTARIO

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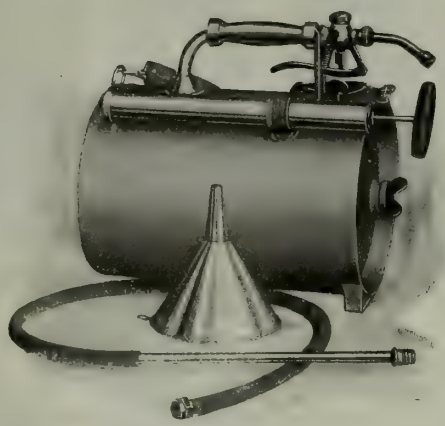


Eureka Fountain Compressed Air Sprayer

Automatic Controlling Valve is directly in front of the handle, and the Controlling Lever is directly under the handle, so that it is easily operated with one finger.

Saves its cost. This valve and lever will save the cost of the sprayer in making a given amount of solution do so much work. One filling and one minute spraying will spray 2,000 plants. None is wasted.

No complex or intricate parts. Ask for catalog.

LINES THAT WILL APPEAL TO YOU BOTH IN SALEABILITY AND PROFIT

The goods we manufacture have given distinctive service and satisfaction for years and are considered a source of much business by all our dealer customers.

Eureka Glass Tank Sprayer

is reliable, durable and inexpensive.

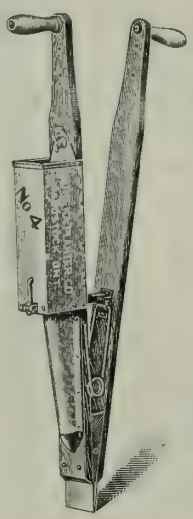
The receptacle of this sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover.

The pump cylinder is made from I.X. tin and is considerably longer than the ordinary glass tank sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service.

This sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock.

Ask for catalog.

Eureka Corn Planters



Two Hand

Made in one hand and two hand styles.

Both are well finished and are light and durable and both positive and accurate in their action.

The materials used are the very best.

A seed guard adjustable by a nut outside the hopper determines the number of kernels to be dropped in each hill. It is so devised that no matter what position the steel slide (what slide back and forth on the hopper base) is held only one lot of seed can pass into the jaws at one time. A flat steel spring is used in place of the cheap brushes used on ordinary planters and which are constantly wearing out.

Let us give you other reasons why it is a good line to carry.

Write for catalog.

The Eureka Planter Company, Limited, Woodstock, Ont.

WHITES LIMITED

COLLINGWOOD

SAVE MONEY BY PURCHASING

MIXED PAINTS

from us. We are sole agents for

Empire Liquid Paints

Guaranteed. A Pure Linseed Oil Paint. We carry a full range of the following: House Colors, Floor Paints, Varnish Stains, Enamels, Buggy Paints, Aluminum and Gold Paints, Roof and Bridge Paints, Marine Paints.

ASK US FOR COLOR CARDS and enquire into our SELLING HELPS

Linseed Oil, White Lead, Putty and Glass at lowest market prices.

NOTE:—We will be glad to send all our customer friends a copy of our new GENERAL HARDWARE CATALOGUE.

WHITES LIMITED COLLINGWOOD

COLLINGWOOD

WHITES LIMITED

If interested, tear out this page and keep with letters to be answered.

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

MONEL METAL

We are Sole Producers of this natural, stronger than steel, non-corrodible alloy. Manufactured forms are rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place, New York.

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett & Webb, Ltd., Winnipeg.
British Columbia — McPherson & Teetzel, Vancouver.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

PEERLESS PERFECTION

THE FENCE THAT STAYS "PUT"

PEERLESS Perfection is one of the easiest fences to erect, because it stays "put." It can be erected over the most hilly and uneven ground, without buckling, snapping or kinking. Every joint is locked together with the well-known "Peerless Lock." The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

Peerless Farm Fence

is made of the best Open Hearth steel fence wire. All the impurities of the steel are burned out and all the strength and toughness left in. Makes the fence elastic and springy. It will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and the coating will not flake, peel or chip off.

Send for catalog. It also describes our farm gates, poultry fencing and ornamental fencing.

Agents nearly everywhere. Agents wanted in unassigned territory.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba Hamilton, Ontario

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

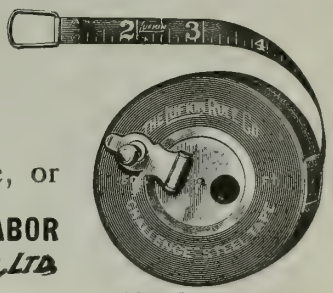
OPEN HEARTH STEEL

If interested, tear out this page and keep with letters to be answered.

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark

LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

SOLD BY ALL JOBBERS

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

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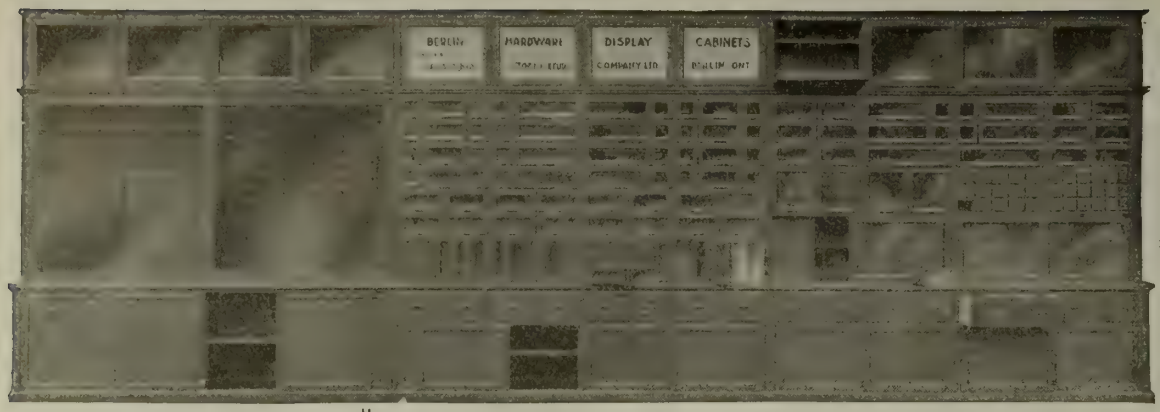


Fixture Installed by
J. G. SEIP
Linwood

Two Essentials for the Up-to-date Store

Good Appearance and Good Service

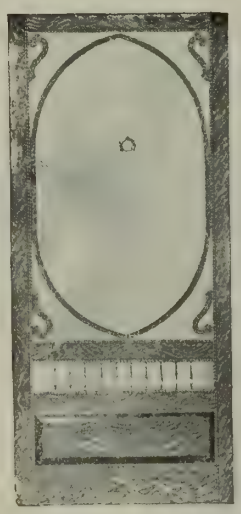
If you intend to buy equipment for your store do not be deterred by first cost—if you can afford it. Consider whether it will save you money, increase your facilities and bring you additional trade.

The difference in cost between a fixture properly made and finished and one that is "good enough" because cheaper in first cost would not be considered for a moment, if you could make comparisons before instead of after you have installed it.

Illustrated catalog and estimates gladly furnished.

The Walker Bin and Store Fixture Company, Limited
BERLIN MANUFACTURERS AND DESIGNERS OF MODERN FIXTURES ONTARIO

Quality and Price that Creates Unusual Demand



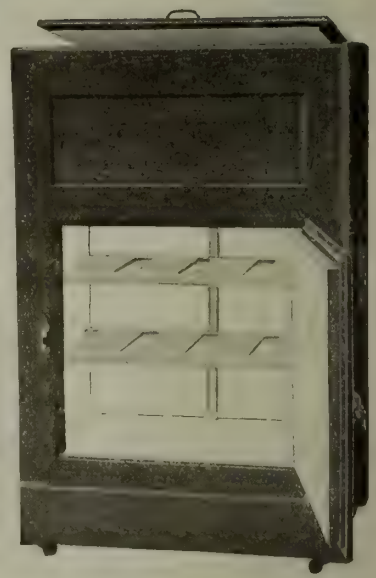
Our SCREEN DOORS are made of carefully selected, well seasoned, dry pine, by special, up-to-date machines, resulting in high quality and a fine, smooth finish. Frames are held rigid by well-glued dowels. Stiles and top rail from 4 in. and bottom rail from 6 in. stock finished 7/8 in. thick. Only the best grade of wire cloth is used.

This **PURITAN REFRIGERATOR** is well made, good and substantial, and sells at a very moderate price.

DESCRIPTION:
Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished Roman Gold Trimming.

Fully guaranteed.

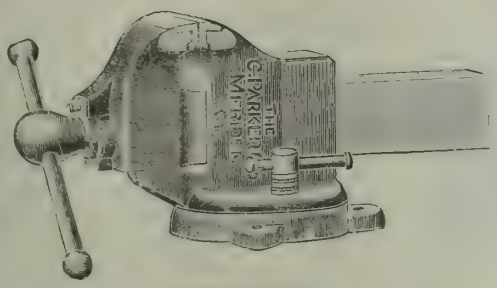
WRITE FOR FULL PARTICULARS.



THE SANDERSON-HAROLD CO., LIMITED
PARIS, CANADA

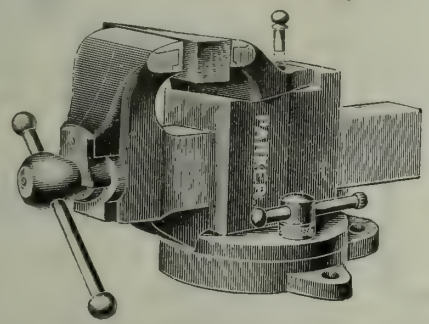
If interested, tear out this page and keep with letters to be answered.

PARKER'S
Low Set Jaw, Semi-Steel
VISES

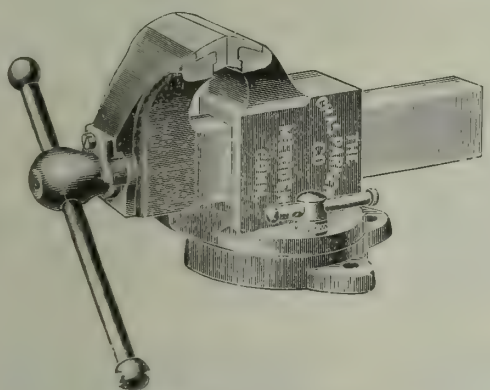


SEMI-STEEL

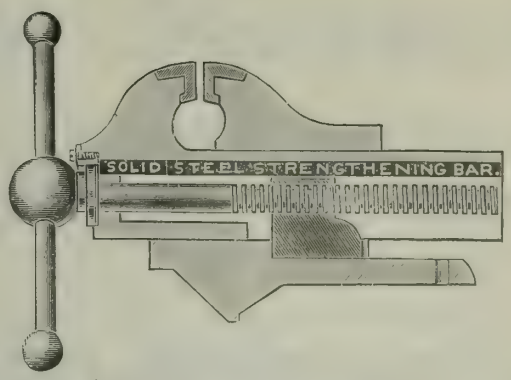
No.	229	With the Reinforced Slide		3¼-in.	Jaws
"	239	"	"	3¾ "	"
"	249	"	"	4¼ "	"
"	259	"	"	4¾ "	"



No.	270	Semi-Steel		3¼-in.	Jaws
"	271	"		3¾ "	"
"	272	"		4¼ "	"
"	273	"		5 "	"



21X	Semi-Steel			3¼-in.	Jaws
22X	"			3¾ "	"
23X	"			4¼ "	"
24X	"			4¾ "	"



Showing Reinforced Slide

The Solid Steel Strengthening Bar as used in the Slide of Parker's New Vises, combined with the blending of steel and best iron in the making of the castings (known as Semi-Steel) make them practically unbreakable.

This is why the machinist will have no other. Then the Steel Jaws can be removed and replaced when necessary.

The low set jaws make them the most desirable vise for the mechanic to use.

To Sum Up

Parker's Vises are the best that money can buy.

They are sold at a reasonable price.

They are taken in preference to others in the leading machine and railroad shops.

Caverhill Learmont & Co.

WHOLESALE DISTRIBUTORS

MONTREAL

If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite-Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

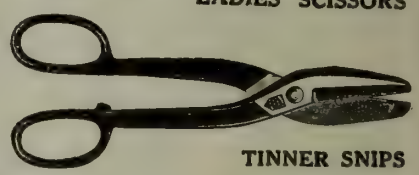
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Steel Letters

Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.,
Unity Bldg., Montreal

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto

ASSIGNMENTS COLLECTIONS

Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Kindly mention this paper when writing advertisers.

Lightning Rods

for

CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNS
ETC.

ALL PURE COPPER.

Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.

We have a good agency proposition.

JOS. LEPROHON
71 ST. JAMES ST. MONTREAL

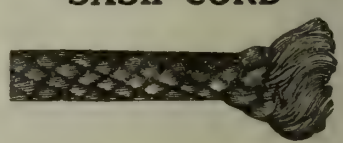
ZERO WEATHER HAS NO TERROR FOR MYERS

ANTI-FREEZING GLASS VALVE SEAT PUMPS

PUMPS FOR EVERY PURPOSE
HAY TOOLS—DOOR HANGERS
CATALOG SENT ON REQUEST
F. E. MYERS & BROTHER
ASHLAND OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary, and Branches
LEWIS BROS., LIMITED Montreal

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

You can talk across the continent for two cents per word with a WANT AD. in this paper.

A New Serial Story to Start Soon

IN an early issue the publication will begin of a new serial by Arthur Stringer. Canadians have followed the spectacular rise of this young writer with great pride, and, when his remarkable story of the west, "The Prairie Wife," ran through Saturday Evening Post something less than a year ago, it was felt that he had reached not only the pinnacle of literary fame but the heighth of his power—for "The Prairie Wife" was undoubtedly one of the finest love stories ever written and a graphic picture of the life of the Western homesteader as well. But Arthur Stringer is only beginning to show his power, and in "The Anatomy of Love" he brings forward an entirely new style; it is different from anything he has ever done before and in many ways is a better and bigger story than any of his past efforts. It is a magnificently done piece of work and suggests that there are no limits to his versatility and capacity.

The Anatomy of Love

By

Arthur Stringer

Arthur Stringer

is Canadian born and bred. His first journalistic experience was secured in this country, but he decided to try his fortune in the bigger field that offers in the United States and accordingly went to New York. All young writers have their vicissitudes, and Arthur Stringer did not escape the common fate; but success nevertheless was not long in coming. He "broke" into the magazines early and soon became recognized as one of the brightest of magazine short-story writers. During the past few years he has become one of the "head-liners"—the established writers, whose stories are eagerly sought after, and whose names are printed in black type on magazine covers. His work has been found regularly in such publications as Saturday Evening Post, Cosmopolitan, Colliers, Hearsts, Century—and in fact all the leading magazines. He has written a large number of books of all kinds—tales of secret service detectives and counterfeiters, rare yarns of adventure, business stories, character stories, love stories. The genius that he displayed in "The Prairie Wife" will be found in a rarer degree still in "The Anatomy of Love."

By securing the right of first publication of "The Anatomy of Love," MacLean's is in a position to offer its readers the finest feature ever presented by a Canadian periodical. This may seem a sweeping claim to make, but no one who knows Arthur Stringer's work well will question it.

A recent photograph of Arthur Stringer

A great story by a great Canadian author

Will Start in June MacLean's

Addition to Electro Assortment

ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of fifteen cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal a few months ago, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.

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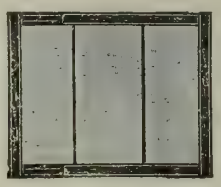
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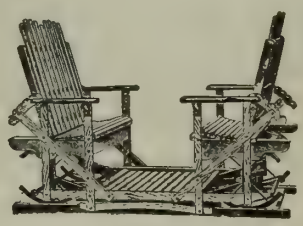
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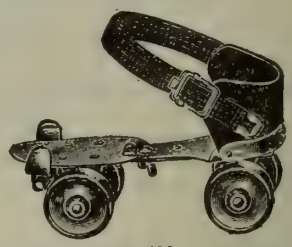
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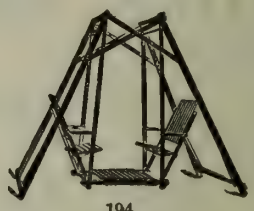
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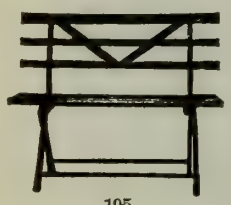
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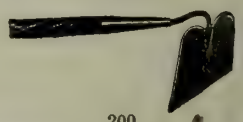
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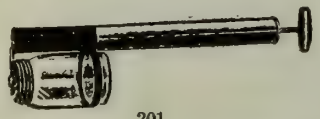
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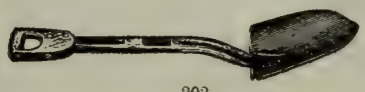
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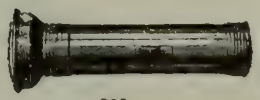
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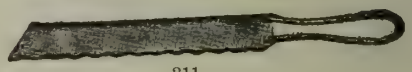
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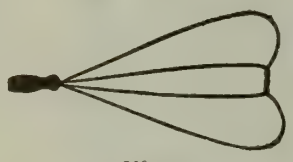
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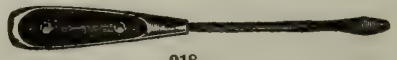
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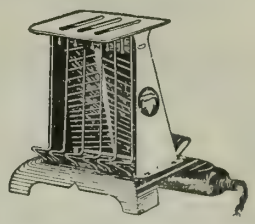
ELECTRIC IRON

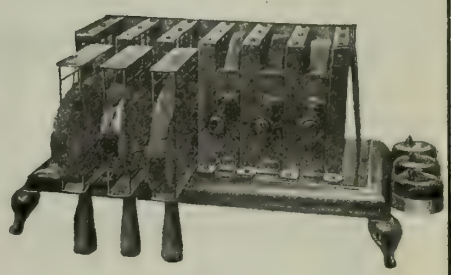
CANADIAN BEAUTY
ELECTRIC HEATING APPLIANCES



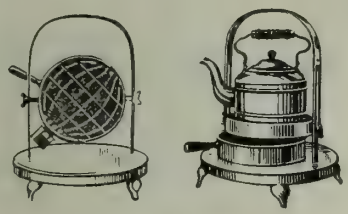
UPRIGHT ELECTRIC TOASTER

Publicity
that Sells
Canadian Beauty
ELECTRIC
Heating Appliances

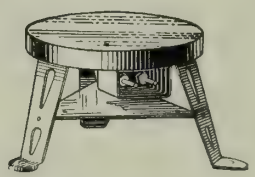
ELECTRIC TAILOR'S IRON



6-SLICE TOASTER



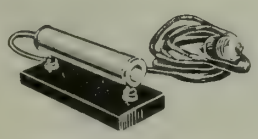
TOASTER—GRILL—HEATER



DISC STOVE

CHAFING DISH

LARGE ELECTRIC HEATER
3 Heat



CURLING TONG HEATER

Before our goods reach you they are half sold on account of the wide publicity given them by our national advertising campaign. This advertising is the means of introducing them into thousands of Canadian homes. "Canadian Beauty" is undoubtedly the most popular and easy-selling line of electric heating appliances on the Canadian market.

Handle them for quicker sales and bigger profits.

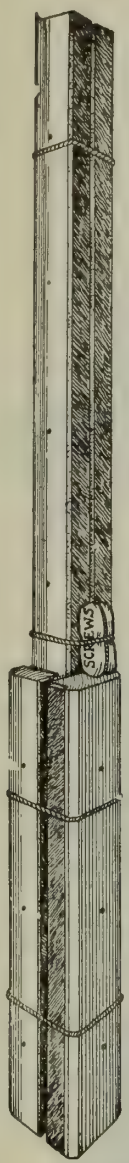
HANDY STOVE AND EGG BOILER

ELECTRIC COFFEE PERCOLATOR

Renfrew Electric & Mfg. Co., Limited

RENFREW, ONTARIO

Swan Weatherstrip



THE ONLY ONE OF ITS KIND.

Made of solid oak and best quality felt—first-class workmanship.

GOOD APPEARANCE

The oak is nicely finished, the felt is green in color—fits snugly.

CONVENIENTLY PUT UP

in sets complete for one door (see cut), holes are drilled—ends coved — nails supplied — no trouble — no waste.

SELLS AT SIGHT.

The best selling weatherstrip on the market — because of its efficiency, common-sense construction, and good appearance.

If you have previously handled the Swan Weatherstrip, get your order in early, so as to avoid disappointments in delivery. If it is new to you, get acquainted. Send for samples and description.

Canadian Made.

Swan Mfg. Co.
929 Maryland St., Winnipeg, Man.

R. BIRD & CO.
Crewkerne, England
Wholesale. Orders through merchants.

WEBBING

Manufacturers of
Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of **Chair, Tray, and Cocoa Binding Webs,** for Upholstery Purposes.

Awards:
Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

The effect of the
Great Conflict

upon business and investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions — and of the best possible business and financial counsel.

THE FINANCIAL POST *of* CANADA

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its by-mail

INFORMATION BUREAU

which deals with financial or business problems, furnishes a service of unsurpassed value.

Annual Subscription $3.00 the Year.
Write for a Sample Copy.

THE FINANCIAL POST *of* CANADA

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TORONTO CANADA

Every Minute Pays → YOU ←

IS every minute of your spare time bringing you profitable returns? Through the day time you earn money—why shouldn't your spare time be devoted to bringing you in an extra income?

We would be pleased to tell you about a plan, that although not interfering in the least with your regular duties, will produce for you an extra $10.00 a week. That amount can be increased as you become proficient in the work, and bring into play the salesmanship that your regular occupation gives you.

We need a man in your home town to represent us, and for that service, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

The MacLean Publishing Co.
143-153 University Ave.
Dept. C. G. Toronto, Can.

Elgin Wrenches

stand for convenience and service. Excel in appearance, finish, durability. The convenient Wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville. Ill., U.S.A.

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

If interested, tear out this page and keep with letters to be answered.

STAR BRAND SOLES
AND LIFTS

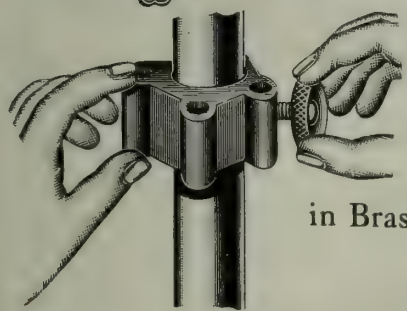
Are guaranteed to outwear all others.

The "Star Brand" is made from our own leather, and is the result of many years' experience. **Its service makes buyers want more.** If your jobber cannot supply you, write us—we ship quickly.

BEARDMORE & CO., Tanners
TORONTO and MONTREAL, CANADA

TRADE MARK. W.B.&C.P.

WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM



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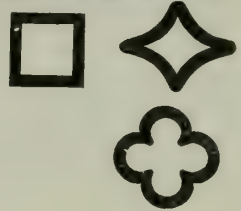
Specialists in TUBES Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, German Silver, and other Metals.

Over 1000 different sections



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SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.P.

Steel Rules, Gauges, Etc.

CHESTERMAN'S

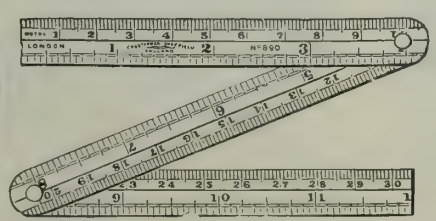
Engineers' Small Tools

MEASURING TAPES
Linen and Steel

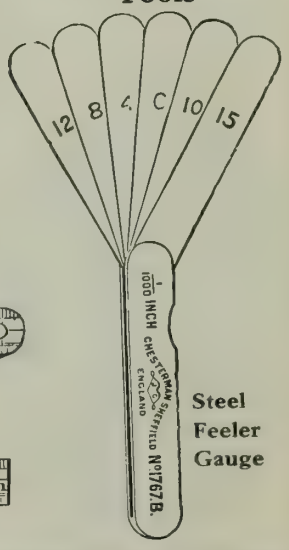
TRADE J C *MARKS*

CONSTANTIA J C

TRE𝄞BLE



Steel Pocket Rule



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

If interested, tear out this page and keep with letters to be answered.

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Pease Foundry Co., Toronto.

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British Aluminium Co., Ltd., Toronto.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Asbestos Paper
Roofers Supply Co., Toronto.

Asbestos, Plastic
Pease Foundry Co., Toronto.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
J. Samuels, Toronto.

Augers, Post Hole
Richards-Wilcox Canadian Company, Ltd., London.

Ammonia, Valves and Gauges
Jas. Morrison Brass Mfg. Co., Toronto.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
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Antimony
M. & L. Samuel, Benjamin & Co., Toronto.

Animal Traps
Caverhill, Learmont & Co., Montreal.

Auto Accessories
Badger Craft Shops, Sheboygan, Wis.
Canadian H. W. Johns-Manville Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Eclipse Mfg. Co., Indianapolis, Ind.
Interstate Electric Novelty Co., Toronto.
Henricks Magneto & Electric Co., Milwaukee, Wis.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Richards-Wilocx Canadian Co., Ltd., London.
Northern Electric Co., Ltd., Montreal.
Northwestern Chemical Co., Marietta, Ohio.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Hyslop Bros., Ltd., Toronto.
Canadian Carbon Co., Ltd., Toronto.
Dominion Cycle & Supply Co., Ltd., Montreal.
Universal Seles Co., Montreal.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., To- ito.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Auto Top Dressing
Permanent Ink Co., Ltd., Hamilton.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Caverhill, Learmont & Co., Montreal.
Welland Vale Mfg. Co., Ltd., St. Catharines.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.

Axe Handles
J. H. Still Mfg. Co., Chatham
Walter Woods & Co., Hamilton.
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Axles
B. J. Coghlin & Co., Montreal.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Bar Iron
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Track
Beatty Bros., Ltd., Fergus.

Barn Door Hardware
R. Dillon & Sons, Oshawa, Ont.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Baskets, Wire
Andrews Wire Wks. Co., Ltd., Watford, Ont.
Canada Wire & Iron Goods Co., Hamilton.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.

Battery Sets
Northern Electric Co., Ltd., Montreal.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hanson & Kimball, Moose Jaw.
Metal Speciaties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Battery Changing Outfits
Northern Electric Co., Ltd., Montreal.

Beaders
Stanley Rule & Level Co., New Britain, Conn

Belts, Ship, Locomotive and Gang Belts
Jas Morrison Brass Mfg Co., Toronto.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Belting
Canadian H. W. Johns-Manville Co., Toronto.
Dominion Belting Co., Hamilton.

Belt Dressing
Dominion Belting Co., Hamilton.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Dominion Cycle & Supply Co., Ltd., Montreal.
Johnsons, Iver, Arms & Cycle Works, Fitchburg, Mass.
Universal Sales Co., Montreal

Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russel Jennings Mfg. Co., St. Catharines.
Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., St. Catharines.
Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., St. Catharines.
Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., St. Catharines.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bit Brace Extensions
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Metal Co., Ltd. Hamilton.
M. & L. Samuel, Benjamin & Co., Toronto.

Blow Pipes
Jas. Morrison Brass Mfg. Co., Toronto.

Bluestone
Sanderson, Pearcy & Co., Ltd., Toronto.

Boilers, Hot Water
Dominion Stove and Foundry Co., Ltd., Penetang.
Pease Foundry Co., Toronto.

Boilers, Steam
Dominion Stove and Foundry Co., Ltd., Penetang.
Pease Foundry Co., Toronto.

Boilers, Smokeless
Pease Foundry Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
H. S. Howland Son & Co., Toronto.
Northern Bolt & Screw Co., Owen Sound.

Bolts, Panic
Wm. Newman & Cons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Openening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas. Cortland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass Rods
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
M. & L. Samuel, Benjamin & Co., Toronto.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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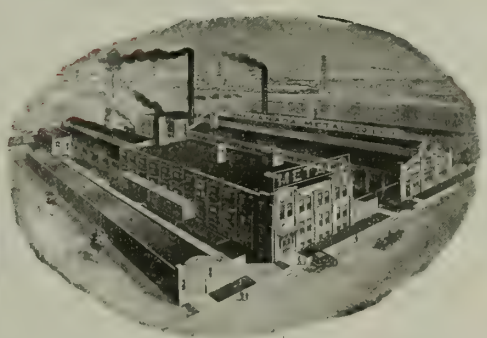
W. G. HARRIS, Sr.
President



THE MEN AND THE FACTORY
BEHIND THE GUARANTEE

W. G. HARRIS, Jr.
Vice-President

THE CANADA METAL COMPANY, Limited

HEAD OFFICE AND FACTORY **TORONTO** FRASER AVENUE

BRANCH FACTORIES:
MONTREAL - - - WINNIPEG

Bread Boards
Schultz Bros. Co., Ltd., Brantford.

Breeding Cages
Andrew B. Hendryx Co., New Haven, Conn.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Bronze
Sanderson, Percy & Co., Ltd., Toronto.

Brooms, Wire
B. Greening Wire Co., Ltd., Hamilton.

Brooms, Corn
T. S. Simms & Co., Ltd., St. John.

Brooms
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B.
Walter Woods & Co., Hamilton.

Brush Hooks
Welland Vale Mfg. Co., Ltd., St. Catharines.

Builders' Thimbles
Collins Mfg. Co., Toronto.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Brake Springs
Fernald Mfg. Co., North East, Pa.

Buggy Shaft, Anti-Rattlers and Quick Shift
Fernald Mfg. Co., North East, Pa.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Jas. Cortland & Son, Ltd., Birmingham, England.
Frothingham & Workman, Ltd., Montreal.
James Smart Mfg. Co., Ltd., Brockville.
Springer Lock Mfg. Co., Belleville.

Brushes, Household
Boeckh Bros. Co., Ltd, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B.

Brushes, Paint
Boeckh Bros. Co., Ltd, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B.

Brushes, Stable
Boeckh Bros. Co., Ltd, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B.

Brushes
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Ltd, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms Co., Ltd., St. John, N.B.
Sanderson, Pearcy & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Brushes, Saddlery
Boeckh Bros. Co., Ltd, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B.

Brushes, Artists'
T. S. Simms & Co., Ltd., St. John, N.B.

Brushes, Wire
B. Greening Wire Co., Ltd., Hamilton.

Brushes, Varnish
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B.

Brushes, Kalsomine
T. S. Simms & Co., Ltd., St. John, N.B.

Building Papers
J. H. McComb, Ltd., Montreal, Que
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.
Roofers Supply Co., Toronto.

Insulating Paper
J. H. McComb, Ltd., Montreal, Que.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Tubs
Walter Woods & Co., Hamilton.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butcher Steels
Geo. Wostenholm & Son, Sheffield, Eng.

Butts
Canada Steel Goods Co., Hamilton.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cabinets, Display
Walker, Bin & Store Fixture Co., Berlin, Ont.

Cables
B. Greening Wire Co., Ltd., Hamilton.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cable Wire
B. Greening Wire Co., Ltd., Hamilton.

Cages—Bank Tellers'—Wire
B. Greening Wire Co., Ltd., Hamilton.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cake Turners
Andrews Wire Wks. Co., Ltd., Watford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cans, Gasoline, Oil
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Roofers Supply Co., Toronto.
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
M. & L. Samuel, Benjamin & Co., Toronto.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Cards, Playing
Walter Woods & Co., Hamilton.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Card Tables
Schultz Bros. Co., Ltd., Montreal.

Car Movers, Railway
R. Dillon & Son, Oshawa, Ont.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
H. C. Howland, Son & Co., Toronto.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Beaters
Andrews Wire Wks., Ltd., Watford, Ont.

Carpet Sweepers
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
Hugro Mfg. Co., Chicago, Ill.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, etc.
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Casters, Bed
Faultless Caster Co., Evansville, Ind.

Casters, Hospital
Faultless Caster Co., Evansville, Ind.

Casters, Leather, Wheel
Faultless Caster Co., Evansville, Ind.

Casters, Fibre Wheel
Faultless Caster Co., Evansville, Ind.

Casters, Glass Wheel
Faultless Caster Co., Evansville, Ind.

Casters, Drive Stem
Faultless Caster Co., Evansville, Ind.

Casters, Oxidized Finish
Faultless Caster Co., Evansville, Ind.

Castor Oil
Sanderson, Pearcy & Co., Ltd., Toronto.

Castings
Pease Foundry Co., Toronto.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Chains (Steel), Harness, Breast
B. Greening Wire Co., Ltd., Hamilton.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chains, Wire
B. Greening Wire Co., Ltd., Hamilton.

Chains, Weldless Wire
B. Greening Wire Co., Ltd., Hamilton.

Chafing Dishes
Sanders, Frary & Clark, New Britain, Conn.

Chairs
Walter Woods & Co., Hamilton.

Chamois Skins
Sanderson, Pearcy & Co., Ltd., Toronto.

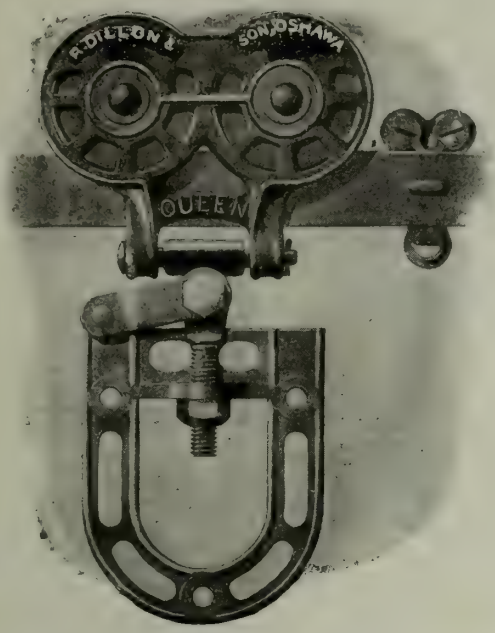
Cheese Cutters
Walter Woods & Co., Hamilton.

Chasers
Pratt & Whitney Co., Ltd., Dundas.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co. Hamilton.
Millers Falls Co., Millers Falls, Mass.

Chimneys, Lamp
Walter Woods & Co., Hamiton.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.



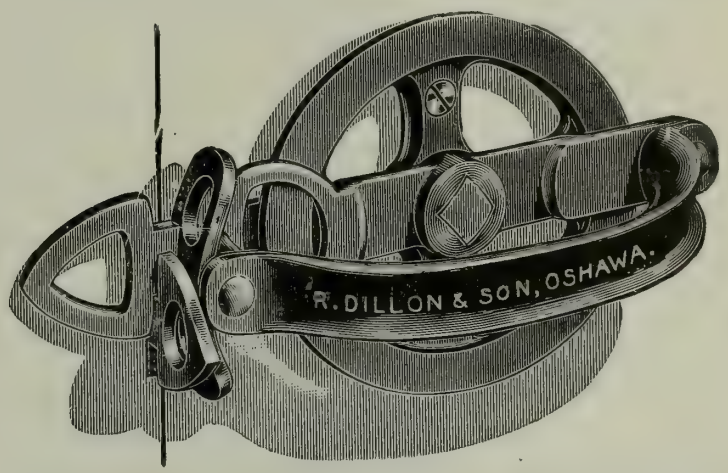
DILLON'S

"UNIVERSAL" BARN DOOR LATCH

"QUEEN" ADJUSTABLE HANGERS

Dillon's Universal Latch works equally well either right or left hand, on Slam or Slide Doors. Can be locked by padlock. When locked, screws are covered, so latch cannot be taken off.

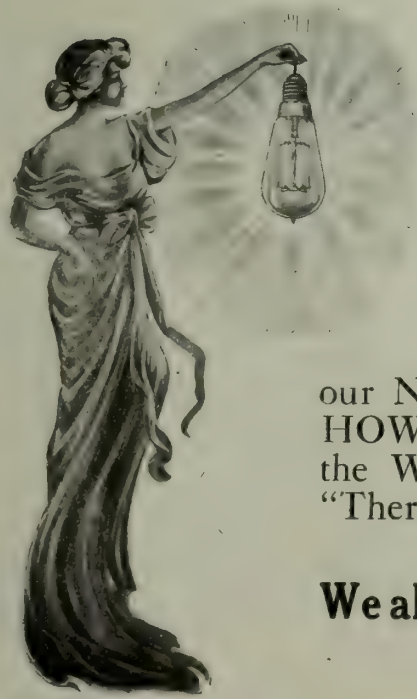
Dillon's Adjustable Hangers will allow the door to be raised and lowered 1" and adjusted in or out ¾". Equipped with roller bearings.



Ask your jobber, or write direct to us for full line

R. DILLON & SON

OSHAWA, ONT.



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NITRO K-T LAMPS

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BECAUSE

our NITROS are MADE by EXPERTS who KNOW HOW to MAKE them and MAKE them RIGHT, and the WISE DEALER is he who has LEARNED that "There are others" who DON'T know HOW.

We also make the K-T Vacuum Type Tungstens

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Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamps, Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Claws
Wm. Johnson, Newark, N.J.

Cleaners, Boiler
B. Greening Wire Co., Ltd., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashau, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
Crescent Mfg. Co., New York.

Clipping Machines, Power and Hand
Chicago Flexible Shaft Co., Chicago, Ill.
Crescent Mfg. Co., New York.

Clippers, Toilet
American Shearer Mfg. Co., Nashau, N.H.
Crescent Mfg. Co., New York.

Clocks
Western Clock Co., La Salle, Ill.

Clocks, Alarm
Western Clock Co., La Salle, Ill.

Clothes Lockers, Metal
Canada Wire & Iron Goods Co., Hamilton.

Clothes Bars
Schultz Bros. Co., Ltd., Brantford.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Crane & Sons Co., Newkaret, Ont.

Clothes Pins
Walter Woods & Co., Hamilton.

Clothes Reels
Doust Specialty Co., Toronto.
Cummer-Dowswell, Ltd., Hamilton.
Hugro Mfg. Co., Chicago, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Cocks, Basin
Imperial Mfg. Co., Welland, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Imperial Mfg. Co., Welland, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Imperial Mfg. Co., Welland, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Coils, Combination
Pease Foundry Co., Toronto.

Colors in Japan
The Lowe Bros. Co., Toronto.

Colors, Distemper
The Lowe Bros. Co., Toronto.

Colors in Oil
The Lowe Bros. Co., Toronto.

Concrete Reinforcings
B. Greening Wire Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa
Canada Wire & Iron Goods Co., Hamilton.

Collection Agencies
Assignees Agents, Ltd., Toronto.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductors
B. Greening Wire Co., Ltd., Hamilton.

Conductors (Lightning Rod) Copper
B. Greening Wire Co., Ltd., Hamilton.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Hooks, All Steel
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Roofers Supply Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Stark Rolling Mill Co., Canton, Ohio.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Copper Ingots
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Cord (Wire), Sash
B. Greening Wire Co., Ltd., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Stark Rolling Mill Co., Canton, Ohio.
The Stanley Wks., New Britain, Conn.
Wheeler & Bain, Toronto.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Roofers Supply Co., Toronto.

Counters
Cameron & Campbell, Toronto.
Walker, Bin & Store Fixture Co., Berlin, Ont.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Covers (Wire), Barrel
B. Greening Wire Co., Ltd., Hamilton.

Crokinole
Schultz Bros. Co., Ltd., Brantford.

Cultivators, Garden, Hand
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Crack Filler
The Lowe Bros. Co., Toronto.

Crowbars
Welland Vale Mfg. Co., Ltd., St. Catharines.
B. J. Coghlin & Co., Montreal.

Culverts
Pedlar People, Limited, Oshawa.

Cut-Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learomnt & Co., Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto.
Geo. Wostenholm & Son, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
H. S. Howland, Son & Co., Toronto.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara Falls, Ont.
J. Wiss & Son, New York.

Cutlery, Cabinets of
Geo. Wostenholm & Son, Sheffield, Eng.

Cutlery, Kitchen
Geneva Cutlery Co., Geneva, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wostenholm & Son, Sheffield, Eng.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutter Blades
Pratt and Whitney Co. Ltd., Dundas.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cutters, Paper
Saunders & Wainwright, Montreal.
Walter Woods & Co., Hamilton.

Cutters, Wire and Rod
Brown, Boggs Co. Ltd., Hamiton.

Cycles
Johnson's, Iver Arms & Cycle Wks., Fitchburg, Mass.

Dairy Pails
Thos. Davidson Mfg. Co. Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Brown, Boggs Co., Ltd., Hamilton.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. Ltd., Dundas.

Display Racks and Stands
Belair Tank & Tower Co., Ltd., Montreal.
Cameron & Campbell, Toronto.

Display Racks, Wire
R. M. Bowser & Son, Renfrew, Pa.

Dividers, Angle
Stanley Reele & Level Co., New Britain, Conn.

Door Buttons, Steel
Fernald Mfg. Co., North East, Pa.

Door Bolts
Richards-Wilcox Canadian Co. Ltd., London.

Door Checks
Wm. Newman & Sons, Birmingham, Eng.

Doors, Fireproof
Metallic Roofing Co., Toronto and Winnipeg.

Door Hangers
Richards-Wilcox Canadian Co. Ltd., London.

Doors, Kalameined
Metallic Roofing Co., Toronto and Winnipeg.

Door Mats
Andrews Wire Wks, Itd., Watford, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

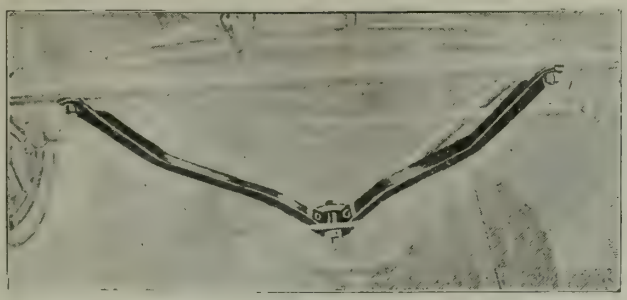
Doors, Sheet Metal, Fire
Pedlar People Limited, Oshawa.

Door Springs
Cushmon Motor Works of Canada Ltd., Winnipeg.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Draft Equalizers for Farm Implements
Star Mfg., Co., Carpentersville, Ill.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
North Bros., Mfg., Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.



Every Automobile Owner Wants Protection Against Accidents

Every Ford Owner is a good prospect for a

LINE SUB-RADIUS ROD

because it insures radius rods from breaking—or bending—keeps the front axle in perfect line at all times. Stops the vibration of front axle, giving that steadiness to the steering wheel that heavier cars have.

By eliminating the vibration of the axle it reduces wear on ball and socket on rear end of radius rods.

It will make the car run much straighter and easier to steer, especially on roads that are rutted badly.

Simple, Dependable, Durable, and a Money Saver for the User.

A line that will pay you a handsome profit and bring you much business.

Manufactured by

Line, Hansen & Kimball Co.

50 High Street - Moose Jaw, Sask.

Convenience, Quickness and Economy That Fills a Long-Felt Want

by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

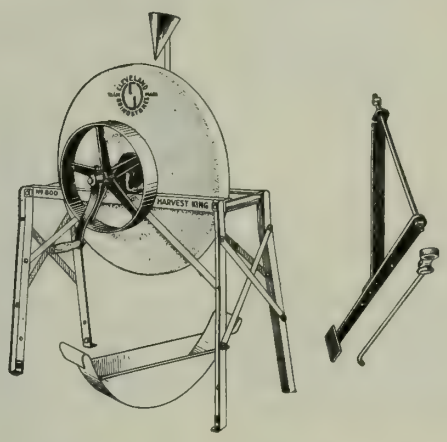
R. E. BLOOMER, Keithsburg, Ill.

"Cleveland Grindstone"

QUALITY

at a

Popular Price



"HARVEST KING"

Genuine Berea Sandstone — quarried at Berea, Ohio.

Sold only to Hardware and Implement dealers.

The First and Only grindstone made to satisfy the universal demand for "Genuine Berea" quality at a medium price.

Regular Standard High Grade, 24x2″ stone, 20% larger than furnished in any similar frame; only grindstone of its class with roller bearings.

Stout angle steel frame fully braced. Pulley 12x2⅜ in. Hand crank and dip cup. Weighs complete about 125 lbs. Comes to you stone crated and frame-folded, all ready to put up by merely bolting ends of side braces.

Catalog on Complete Line

Send for this Catalog. Include name of your Jobber and we will mail copy of our famous book: "How to Keep Mail Orders at Home."

The Cleveland Stone Co.

Leader-News Bldg., CLEVELAND, OHIO

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Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg., Co., Philadelphia, Pa.

Drills, Star
Richards-Wilcox Canadian Co., Ltd., London.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters, Feather
Walter Woods & Co., Hamilton.

Dusters
Channel Chemical Co., Toronto.

Dry Batteries
Canadian Carbon Co., Ltd., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Coverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Dry Colors
Brandram-Henderson, Ltd., Halifax, N. S.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin—Williams, Co., Ltd., Montreal.
Allen Munro Color Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.

Dry Cells
Canadian Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Canadian H. W. Johns-Manville Co., Toronto.
Henricks Magneto & Electric Co., Milwaukee, Wis.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Mainer Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties, Mfg., Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto, & Winnipeg.
Roofer's Supply Co., Toronto.
Pedlar People Limited, Oshawa.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg., Co., Toronto.

Elbows
Thos. Davidson Mfg., Co., Ltd., Montreal.
Pedlar People Limited, Oshawa.
Roofers Supply Co., Toronto.
Stark Rolling Mill Co., Canton, Ohio.
Wheeler & Bain, Toronto.

Electric Bells
Northern Electric Co., Ltd., Montreal.

Electric Lamps
Basters, Jackson Co., Toronto.
P. H. Klein, Jr., Co., Montreal.
Northern Electric Co., Ltd., Montreal.

Electric Lighting Fixtures
Barton-Netting Co., Windsor.

Electric Fans
Northern Electric Co., Ltd., Montreal.

Electric Flashlights
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Appliances
Renfrew Electric Mfg. Co., Renfrew.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
Renfrew Electric Mfg. Co., Renfrew.

Electrical Tools
Northern Electric Co., Ltd., Montreal.

Electricians' Supplies
Canadian H. W. Johns-Manville Co., Toronto.

Electrical Household Specialties
Landehs, Frary & Clark, New Britain, Conn.

Electro Plated Ware
Geo. Wostenholm & Son, Sheffield, England.

Electric Plates
McGlashan, Clarke Co., Niagara Falls, Ont.

Electric Door Fixtures
Richards-Wilcox Canadian Co., Ltd., London.

Electric Irons
Renfrew Electric Mfg. Co., Renfrew.

Electric Toasters
Renfrew Electric Mfg, Co., Renfrew.

End Cutting Tools
Bridgeport Hdwe., Mfg., Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Canadian H. W. Johns-Manville Co., Toronto.
Carborundum Co., Niagara Falls, N. Y.

Emery Stones
Carborundum Co., Niagara Falls, N. Y.

Enamels
R. C. Jamieson & Co., Ltd., Montreal.
The Lowe Bros., Co., Toronto.
Penjamin Moore & Co., Ltd., Toronto.

Enamels, Bicycle
The Lowe Bros., Co., Toronto.

Enamels, High Gloss
Benjamin Moore & Co., Ltd., Toronto.

Enamels, Waggon and Carriage
Benjamin Moore & Co., Ltd., Toronto.

Enamel, Stove Pipe
Dominion Specialty Co., Ltd., Hamilton.

Enamelled Ware
Thos. Davidson Mfg., Co., Ltd., Montreal.

End Mills
Pratt & Whitney Co., Ltd., Dundas.

Engines
Cushman Motor Works of Canada, Ltd., Winnipeg.

Engines, Gasoline
Cushman Motor Works of Canada, Ltd., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Limited, Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Epsom Salt
Sanderson, Pearcy & Co., Ltd., Toronto.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Express Waggons, Small
Canadian Buffalo Sled Co., Ltd., Preston.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Imperial Mfg. Co., Welland, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Dominion Stove & Foundry Co., Ltd., Penetang.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Canada Wire & Iron Goods Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Steel Co. of Canada, Ltd., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Fencing, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Fencing, Lawn
Banwell, Hoxie Wire Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
H. S. Howland, Son & Co., Toronto.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.

Fenders, Wire
B. Greening Wire Co., Ltd., Hamilton.

Ferrules
Eley Bros., Ltd., London, Eng.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Fillers
The Lowe Bros. Co., Toronto.
Benjamin Moore Co., Ltd., Toronto.

Firearms
Johnson's Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Department Supplies.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.

Fire Doors
Richards-Wilcox Canadian Co., Ltd., London.

Fire Door Hardware
Richards-Wilcox Canadian Co., Ltd., London.

Fire Escapes
Canada Wire & Iron Goods Co., Hamilton.

Fire Extinguishers
Gutta Percha & Rubber, Limited, Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg.

Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.

Firepots
Brown, Boggs Co., Ltd., Hamilton.

Fittings, Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Flashlights, Electric
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.

Flexible Shafting
Chicago Flexible Shaft Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Fittings
Pease Foundry Co., Toronto.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Fly Catchers
Walter Woods & Co., Hamilton.
Saunders & Wainwright, Montreal.

Flush Tanks
Jas. Morrison Brass Mfg., Co., Toronto.

Fly Swatters
Andrews Wire Wks., Co., Ltd., Watford, Ont.

Flooring, Steel Wire Cloth, Dry House
B. Greening Wire Co., Ltd., Hamilton.

Folding Chairs and Tables
Stratford Mfg., Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Foot Powers
Goodell-Pratt Co., Greenfield, Mass.

Patent Press for Stamping Tops and Bottoms of Canisters, and other light stamping work (7 sizes made).

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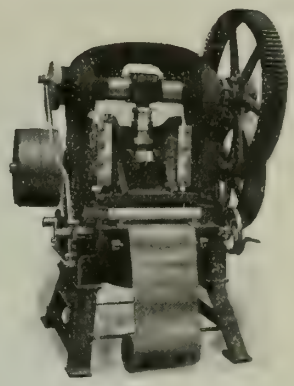
SHEET METAL WORKING MACHINERY

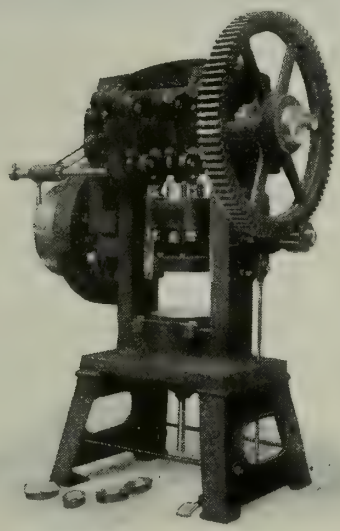
Best and most modern in the World



Patent Double-sided Press, fitted with automatic Feed Rollers.

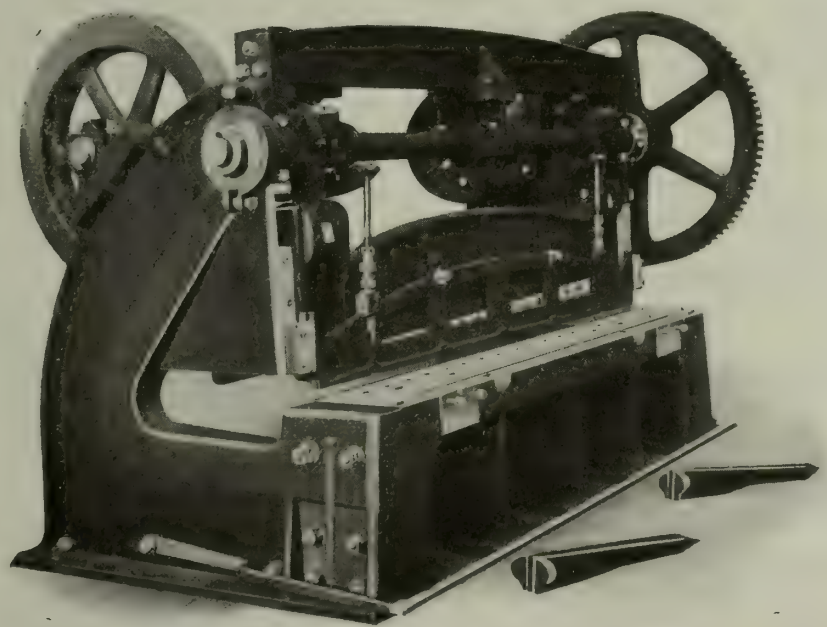
Complete Plants for all kinds of Canisters or Boxes, Buckets, Trunks, Bowls, Dishes, Plates, Etc.

Cutting-out Presses, Circle Cutters, Rotary Slitters.



Toggle Drawing Press for all kinds of Seamless Hollow-ware, many sizes made.

Manufacturers of every description of Tinsmiths' Hand and Foot Machines.



High-speed Guillotine Shears. Made in sizes to cut from tin up to 1½ inches thick, and up to 16 feet wide.

J. RHODES & SONS, LTD. (*Estab. 1824*) **GROVE IRON WORKS, WAKEFIELD, ENGLAND**

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Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.

Forged Tire Tools
Bridgeport Hdwe., Mfg., Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Forks
Welland Vale Mfg., Co., Ltd., St. Catharines.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg., Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg., Co., Ltd., Montreal.

Furnaces, Warm Air
Burrow, Stewart & milne Co., Hamilton.
Canadian Heating & Ventilating Co., Owen Sound.
Clare Bros. Co., Ltd., Preston.
Dominion Stove and Foundry Co., Ltd., Penetang.
Findley Bros., Co., Carleton Place, Ont.
Kir-Ben, Ltd., Almonte, Ont.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Hall Zryd Foundry Co., Ltd., Hespeler.
Pease Foundry Co., Toronto.
D. Moore Co., Ltd., Hamilton.
James Smart Mfg., Co., Ltd., Brockville.

Furniture Polish
Permanent Ink Co., Ltd., Hamilton.

Gages
L. C. Starrett Co., Athol, Mass.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.

Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg., Co., Ltd., Montreal.

Galvanized Iron
W. H. Banfield & Sons, Toronto.
Roofers Supply Co., Toronto.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
M. & L. Samuel, Benjamin & Co., Toronto.
Stark Rolling Mill Co., Canton, Ohio.

Gas Water Heaters
Jas. Morrison Brass Mfg., Co., Toronto.

Gas Fixtures
Barton-Netting Co., Windsor.

Gas Heaters
L. C. Starrett Co., Athol, Mass.

Gauges, Gasoline
Badger Craft Shops, Sheboygan, Wis.

Ganges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg., Co., Toronto.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.

Garage Hardware
Richards-Wilcox Canadian Co., Ltd., London.

Garbage Cans
Thos. Davidson Mfg., Co., Ltd., Montreal.
J. Samuels, Toronto.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Gates, Farm
McGregor Banwell Fence Co., Ltd,. Walkerville.

Gates, Stock
McGregor Banwell Fence Co., Ltd., Walkerville.

Gear Cutters
Pratt & Whitney Co., Ltd., Dundas.

Girths
R. Bird & Co., Crewkerne, Eng.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Wired
Roofers Supply Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp., Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp., Co., Toronto.

Glaziers' Diamonds
Sanderson Pearcy & Co., Ltd., Toronto.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.

Grain Grinders
Beatty Bros., Ltd., Fergus.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grill Work (Brass, Iron and Wire)
B. Greening Wire Co., Ltd., Hamilton.

Grindstones
Cushman Motor Works Ltd., Winnipeg.
Carborundum Co., Niagara Falls, N. Y.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Canadian Co., Ltd., London.

Guards, Loom Shuttle
B. Greening Wire Co., Ltd., Hamilton.

Guards, Wire
B. Breening Wire Co., Ltd., Hamilton.

Gunsights
Marble Arms & Mfg., Co., Gladstone, Mich.

Guns
Johnson's Iver Arms & Cycle Wks., Fitchburg, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe., Mfg., Corp., Conn.
Goodell-Pratt Co., Greenfield,
Millers, Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
L. C. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hame Fasteners
Imperial Mfg., Co., Welland, Ont.

Hammers, Tinsmiths'
Brown, Boggs Co., Ltd., Hamilton.

Hammocks
Galt Robe & Hammock Co., Galt.

Halters
G. L. Griffith & Co., Stratford.

Halters, Rope
G. L. Griffith & Co., Stratford.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, All Kinds
Lachute Shuttle Co., Limited, Lachute Mills, Que.
J. H. Still Mfg., Co., St. Thomas.

Hangers, Door
Beatty Bros., Ltd., Fergus.
Cushman Motor Works of Canada Ltd., Winnipeg.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Co., Ltd., London, Ont.
The Stanley Wks., New Britain, Conn.
Fernald Mfg., Co., North East, Pa.

Hangers, Door and Track
Allith Mfg. Co., Ltd., Hamilton.
Canada Steel Goods Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hangers, Storm Sash
Fernald Mfg., Co., North East, Pa.

Hangers, Joist
Richards-Wilcox Canadian Co., Ltd., London.

Hardware Specialties
Bridgeport Hdwe., Mfg., Corp., Bridgeport, Conn.

Hay Knives
Welland Vale Mfg., Co., Ltd., St. Catharines.

Hay Tools
R. Dillon & Son, Oshawa, Ont.

Harness
G. L. Gifford & Co., Stratford.

Harness Dressing
Dominion Specialty Co., Ltd., Hamilton.
Permanent Ink Co., Ltd., Hamilton.

Hardware, Barn Door
R. Dillon & Sons, Oshawa, Ont.

Hatchets
Marbel Arms & Mfg., Co., Gladstone, Mich.,

Hasps
Canada Steel Goods Co., Hamilton.

Hawsers, Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Heating Apparatus
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.

Heaters, School
Kir-Ben, Limited, Almonte, Ont.

Heaters
Thos. Davidson Mfg., Co., Ltd., Montreal.

Hinges, Spring
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.

Hockey Pucks
Gutta Percha & Rubber, Limited, Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas

Hoes
Welland Vale Mfg., Co., Ltd., St. Catharines.
Ward & Payne, Sheffield, Eng.

Hoists
Cushman Motor Works, Ltd., Winnipeg.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

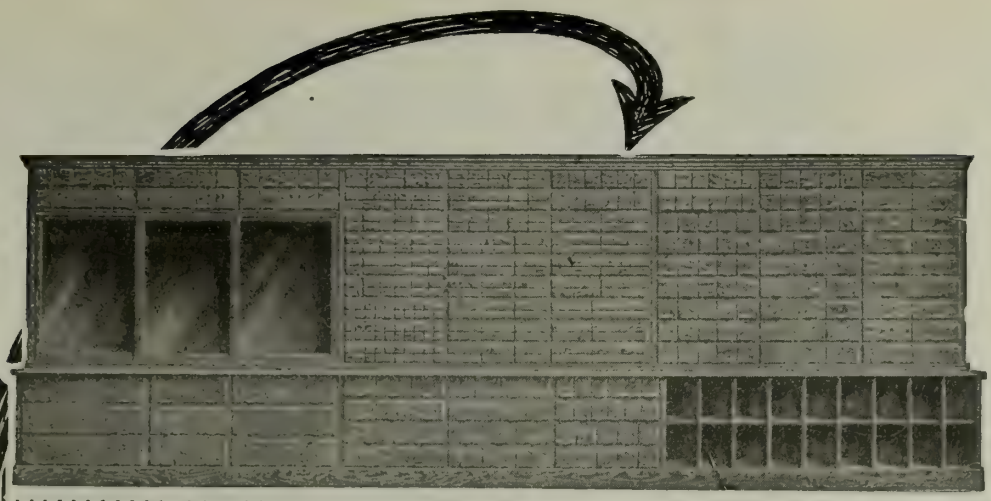
Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Hooks
Welland Vale Mfg., Co., Ltd., St. Catharines.

Hoops and Bands
M. & L. Samuel, Benjamin & Co., Toronto.

Horse Singers
Collins Mfg., Co., Toronto.

Horse Blankets
Burlington Windsor Blanket Co., Toronto.



Make your store distinctively different both in appearance and service

and you'll command the biggest trade in your vicinity

Our Metal Shelf Boxes will enable your clerks to keep system and give your customers quicker and more satisfactory service.

With these Patent Metal Shelf Boxes, the articles are displayed on the outside of each box, a system which greatly facilitates selection by the customer and often recalls needs to him which he would forget were it not for this display.

Great strength prevails in all these boxes—they will last a lifetime. Supplied in any finish desired. Tell us your requirements and we will sketch a plan for an assortment of boxes and quote you prices on same.

A Number Of Our

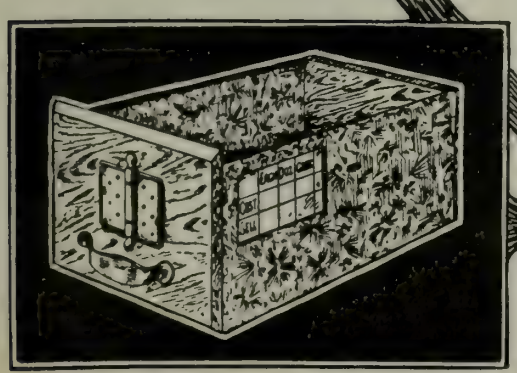
Metal Shelf Boxes

NICELY ARRANGED

WILL DO IT

We also make a splendid line of **SHELVING, DISPLAYING, COUNTERS, NAIL BIN COUNTERS, SCREW CASES, etc.**

WRITE FOR DESCRIPTIVE MATTER.



Cameron & Campbell

Sole Manufacturers TORONTO, CANADA

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Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal.

Horse Shoes
Steel Co., of Canada, Ltd., Hamilton.

Horse Shoe Nails
Capewell Horse Nail Co., Toronto.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Horns, Automobile
Dominion Cycle & Supply Co., Ltd., Montreal.
Metal Specialties Mfg., Co., Chicago, Ill.
Universal Sales Co., Montreal.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg., Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
H. C. Howland Son & Co., Toronto.
Goodyear Tire & Rubber Co., Toronto.

Indicators, Speed
L. C. Starrett Co., Athol, Mass.

Indicators, Test
L. C. Starrett Co., Athol, Mass.

Incubators
Collins Mfg., Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg.

Inserted Blade Cutters
Pratt & Whitney Co., Ltd., Dundas.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg., C., Ltd., Montreal.
McClary Mfg., Co., Ltd., London.
North Bros., Mfg., Co., Philadelphia, Pa.

Ice Scrapers
James Bros., Co., Perth.

Injector, Automatic
Jas. Morrison Brass Mfg., Co., Toronto.

Ingot, Metals
American Rolling Mill Co., Middleton, Ohio.
M. & L. Samuel, Benjamin & Co., Toronto.

Ironing Boards
ford.
Schultz Bros., Co., Ltd., Brantford.
Stratford Mfg., Co., Ltd., Strat-

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Iron Sheets, Black and Galvanized
American Rolling Mill Co., Middletown, Ohio.
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron, Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
American Rolling Mill Co., Middletown, Ohio.
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto.
Nova Scotia Steel Co., New Glasgow, N. S.

Irons, Electric
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Mfg. Co., Renfrew.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jacks, Waggon
Richards-Wilcox Canadian Co., Ltd., London.

Jacks, Automobile
Richards-Wilcox Canadian Co., Ltd., London.

Japans, Colors
The Lowe Bros., Co., Toronto.
Benjamin Moore, Co., Ltd., Toronto.

Kitchen Cabinets
Schultz Bros., Co., Ltd., Brantford.
Stratford Mfg., Co., Ltd., Stratford.

Knives, Butcher, Skinning
Geo. Wostenholm & Son, Sheffield, England.
John Chatillon & Sons, New York, N. Y.

Knives, Cook
Geo. Wostenholm & Son, Sheffield, England.
John Chatillon & Sons, New York, N. Y.

Knife Erasers
Geo. Wostenholm & Son, Sheffie
Geo. Wostenholm & Son, Sheffield, England.

Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg.

Kettles
Thos Davidson Mfg., Co., Ltd., Montreal.

Kitchen Tables
Schultz Bros., Co., Ltd., Brantford

Kitchen Ware
Thos. Davidson, Mfg., Co., Ltd., Montreal.

Knurling Tools
Pratt & Whitney Co., Ltd., Dundas.

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wostenholm & Son, Sheffield, England.

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Marble Arms & Mfg., Co., Gladstone, Mich.,
Geo. Wostenholm & Son, Sheffield, England.

Knives, Sheath
Geo. Wostenholm & Son, Sheffield, England.

Knives, Table, Oyster, Carving, Bread, Slicers
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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N. Y.
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Walter Woods & Co., Hamilton.

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McFarlane Ladder Works, Toronto.
Richards-Wilcox Canadian Co., Ltd., London.

Ladders, Fruit-Picking
Stratford Mfg., Co., Stratford.

Lath, Metallic
Metallic Roofing Co., Toronto, and Winnipeg.

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Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

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National Stamping & Electric Wks., Chicago, Ill.

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Stratford Mfg. Co., Ltd., Stratford.
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Stanley Rule & Level Co., New Britain, Conn.
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Western Wire & Nail Co., London.

Lifts
Beardmore & Co., Toronto.

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Henricks Magneto & Electric Co., Indianapolis, Ind.

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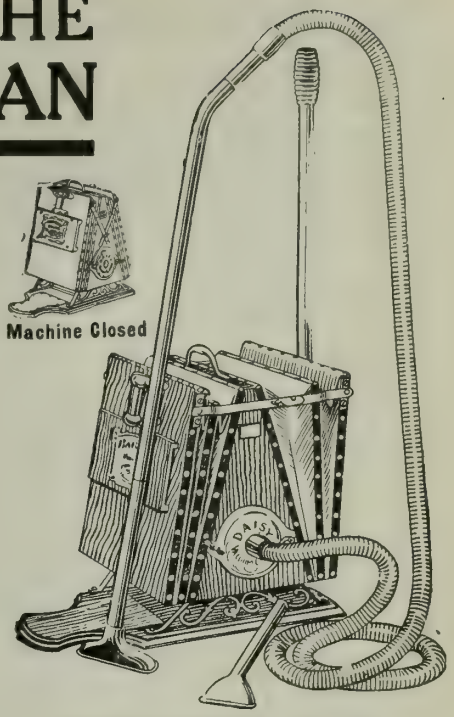

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Winnipeg Ceiling and Roofing Co., Winnipeg.
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Hamilton Stamp and Stencil Co., Hamilton.

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Caverhill, Learmont & Co., Montreal.
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Tallman Brass & Metal Co., Hamilton.
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Winnipeg Ceiling and Roofing Co., Winnipeg.
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Winnipeg Steel Granary & Culvert Co., Winnipeg.

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American Rolling Mill Co., Middletown, Ohio.
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
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Steel Co. of Canada, Ltd., Hamilton.

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Prairie City Oil Co., Winnipeg.

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Oil Cans
R. E. Bloomer, Keithsburg, Ill.

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Oils, Motor
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Benjamin Moore & Co., Ltd., Toronto.

Oil Stains
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McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
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The Lowe Bros. Co., Toronto.
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Sherwin-Williams Co., Ltd, Montreal.
G. F. Stephens & Co., Winnipeg.

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Ottawa Paint Co., Ottawa.

Paint, Bridge
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Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. J. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.

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Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

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Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
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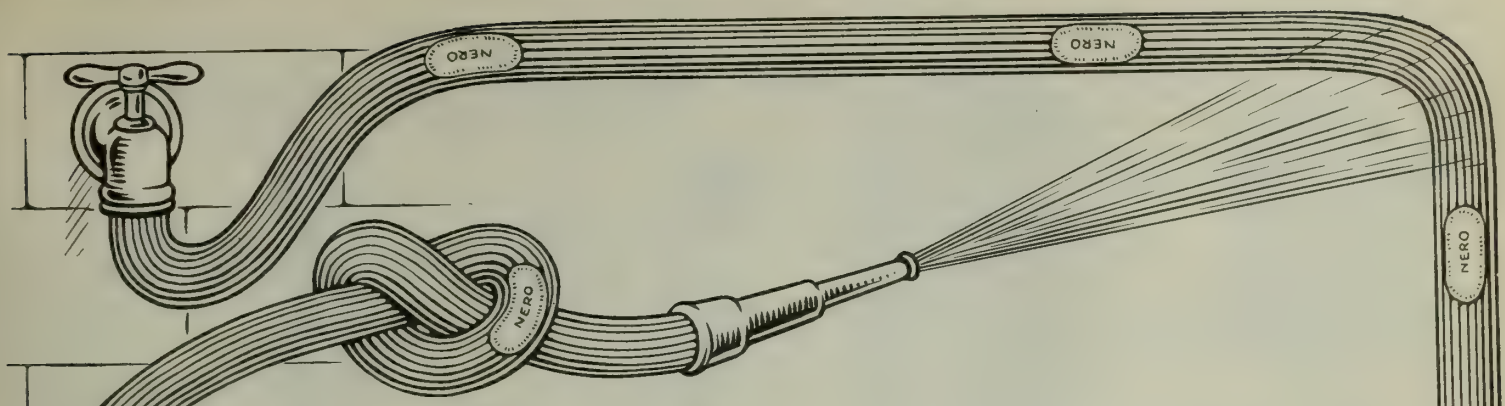

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The Goodyear Automobile Tire is the largest selling tire in the world.

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Martin-Senour Co., Ltd., Montreal.

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Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
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Ottawa Paint Co., Ottawa.
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Benj. Moore & Co., Toronto.
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Pins, Escutcheon
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Wheeler & Bain, Toronto.
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Whites, Limited, Collingwood.

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Hercules Powder Co., Wilmington, Del.

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Hercules Powder Co., Wilmington, Del.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Pratt & Whitney Co., Ltd., Dundas.
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Steel Co. of Canada, Ltd., Hamilton.
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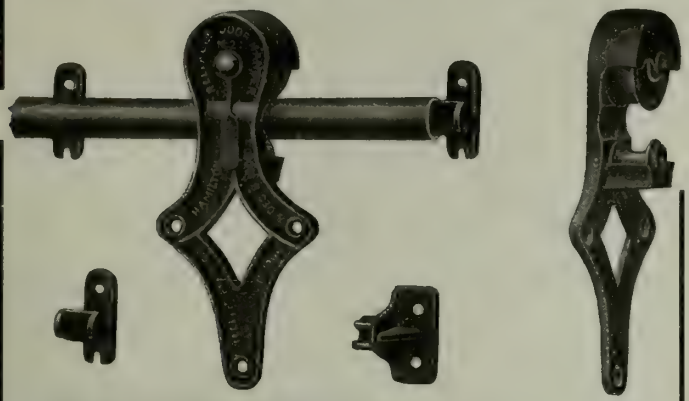
Reliable Door Hangers



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THE EASIEST RUNNING HANGER—
UNBREAKABLE—
GUARANTEED NOT TO COME OFF—
STRONGEST TRACK—ADJUSTABLE SUPPORTS—

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Northwestern Chemical Co., Marietta, Ohio.

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Pease Foundry Co., Toronto.

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B. Greening Wire Co., Ltd., Hamilton.

Railroad Supplies
Frothingham & Workman, Ltd., Montreal.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

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Dominion Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.
Welland Vale Mfg. Co., Ltd., St. Catharines.

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Canadian Heating & Ventilating Co., Owen Sound.
Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. Co., Preston, Ont.
Thos. Davidson Mfg. Co., Montreal.
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Rifles, Big Game
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Ross Rifle Co., Quebec.

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Remington Arms-Union Metallic Cartridge Co., Windsor.
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Ridge Cap
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Steel Co. of Canada, Ltd., Hamilton.

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Rubber Goods
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Gutta Percha & Rubber, Ltd., Toronto.

Rubber Tubing
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Rubber Mats
Canadian Consolidated Rubber Co., Montreal.

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Rules, Log
Lufkin Rule Co., Ltd., Windsor, Ont.

Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. C. Starrett Co., Athol, Mass.

Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
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Saunders & Wainwright, Montreal.

Safety Razors
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National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
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Hall, Zryd Foundry Co., Ltd., Hespeler.
D. Moore Co., Ltd., Hamilton.

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Burrow Stewart & Milne Co., Hamilton.
John Chatillon & Sons, New York, N.Y.
Consolidated Jobbers, Toronto.
Landers, Frary & Clark, New Britain, Conn.
James Smart Mfg. Co., Ltd., Brockville.

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Stanley Rule & Level Co., New Britain, Conn.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Brtiain, Conn.
L. S. Starrett Co., Athol, Mass.

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B. Greening Wire Co., Ltd., Hamilton.

Screens, All Kinds
B. Greening Wire Co., Ltd., Hamilton.

Screen Doors
Sanderson Harold Co., Ltd., Paris.

Screen Door Sets
Fernald Mfg. Co., North East, Pa.

Screens, Sand and Gravel
Canada Wire & Iron Goods Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Screens
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.

Screw Drivers
Goodell-Pratt Co., Greenfield, Mass.

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Welland Vale Mfg. Co., Ltd., St. Catharines.

Scythe Stones
Cleveland Stove Co., Cleveland, Ohio.
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Ward & Payne, Sheffield, Eng.

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Remington Arms-Union Metallic Cartridge Co., Windsor.

Shells, Loaded
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.
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Dominion Cartridge Co., Ltd., Montreal.
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Shellac
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
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Canadian Buffalo Sled Co., Ltd., Preston.

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Cameron & Campbell, Toronto.

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Metallic Roofing Co., Toronto and Winnipeg.

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Sanderson Pearcy & Co., Ltd., Toronto.

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Steel Co. of Canada, Ltd., Hamilton.

Shot Guns
Dominion Cartridge Co., Ltd., Montreal.
Johnson, Iver, Arms & Cycle Wks., Fitchburg.
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms—Union Metallic Cartridge Co., Windsor.
Marble Arms & Mfg. Co., Gladstone, Mich.

Shot Guns, Repeating
Remington Arms—Union Metallic Cartridge Co., Windsor.

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Metallic Roofing Co., Toronto and Winnipeg.
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Siding Steel
Stark Rolling Mill Co., Canton, Ohio.

Silverware
Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan, Clarke Co., Niagara Falls, Ont.

Silversmiths
Canadian Wm. A. Rogers, Ltd., Toronto.

Silver Polish
Dominion Specialty Co., Ltd., Hamilton.

Sieves
Canada Wire & Iron Goods Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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Walker, Bin & Store Fixture Co., Berlin.

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B. Greening Wire Co., Ltd., Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soldering Irons
Brown, Boggs Co., Ltd., Hamilton.

Sink Strainers
Andrews Wire Works Co., Ltd., Watford, Ont.

Skylights
Pedlar People Limited, Oshawa.

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Hoyt Metal Co., Toronto.
Northern Electric Co., Ltd., Montreal.

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L. S. Starrett Co., Athol, Mass.

Special Moulding
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M. & L. Samuel, Benjamin & Co., Toronto.

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Canadian H. W. Johns-Manville Co., Toronto.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.

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Sponges
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Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood.

Sprayers
Collins Mfg. Co., Toronto.
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

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Fernald Mfg. Co., North East, Pa.
Wm. Newman & Sons, Birmingham, Eng.

Springs, Shoe Door
Wm Newman & Sons, Birmingham, Eng.

Springs, Floor
G. W. Malolry, Blenheim, Ont.

Spring, Hinges
G. W. Malolry, Blenheim, Ont.

Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.

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L. C. Starrett Co., Athol, Mass.

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Brandram - Henderson, Ltd., Halifax.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.

Stains, Wood
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.

Stairways, Iron
Canada Wire & Iron Goods Co., Hamilton.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Steels, Butcher
Geo. Wostenholm & Son, Sheffield, England.

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild ,Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Nova Scotia Steel Co., New Glasgow, N.S.
Stork Rolling Mills Co., Canton, Ohio.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Nova Scotia Steel Co., New Glasgow, N.S.

Steel Shapes for Blacksmiths
Star Mfg. Co., Carpentersville, Ill.

Steel Stamps
Brown, Boggs Co., Ltd., Hamilton.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel, Pickled Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Ranges
Dominion Stove and Foundry Co., Ltd., Penetang.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros. Ltd., Fergus.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Store Ladders
McFarlane Ladder Works, Toronto.

Stools, Factory
Canada Wire & Iron Goods Co., Hamilton.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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WANTED—HARDWARE CLERK WITH FOUR or five years' experience, to act as city traveller. Must be good salesman, and good personality. Give references and state salary needed. Apply Peart Bros. Hardware Co., Regina, Sask. (12)

WANTED—A GOOD SALESMAN CALLING on hardware dealers and painters, also a good railroad salesman, to take a well-known paint specialty line on commission. All enquiries treated confidential. Apply Box 260, Hardware and Metal. (tf)

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MISCELLANEOUS

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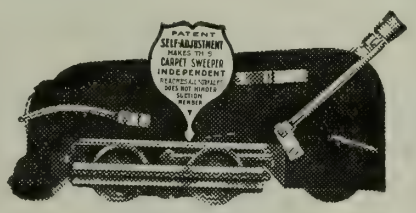

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They make easy work of tough cutting propositions and stay sharp after others are discarded.

Tests prove their superiority.

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Delta Agents are supplied with very effective advertising matter which greatly assists in getting new customers.

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Stable Equipment
R. Dillon & Son, Oshawa, Ont.

Stoves
D. J. Barker Foundry Co., Picton, Ont.
Bowes Jamieson, Ltd., Hamilton.
Canadian Heating & Ventilating Co., Owen Sound, Ont.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
Gurney Fdy. Co., Toronto.
Hall Zryd Foundry Co., Hespeler.
D. Moore Co., Hamilton, Ont.
Kir-Ben, Limited, Almonte, Ont.
The Jas. Smart Mfg. Co. Brockville.
James Stewart Mfg. Co., Woodstock.
Beach Fdy. Co., Ottawa.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Montreal.
Burrow-Stewart & Milne, Hamilton.

Stoves, Electric
Mainer Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Store Fixtures
Walker, Bin & Store Fixture Co., Berlin.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stove Polish
Dominion Specialty Co., Ltd., Hamilton.
Permanent Ink Co., Ltd., Hamilton.

Stove Pipe Enamel
Permanent Ink Co., Ltd., Hamilton.

Strainers
Andrews Wire Works Co., Ltd., Watford, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Sulphate of Copper
Spencer, Chapman & Mersel Ltd., London, Eng.

Surcingles
R. Bird & Co., Crewkerne, Eng.

Sweat Pads
Burlington Windsor Blanket Co., Toronto.

Sweeping Compound
Permanent Ink Co., Ltd., Hamilton.

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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

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Beatty Bros. Ltd., Fergus.
Pease Foundry Co., Toronto.
Wayne Oil Tank & Pump Co., Ltd., Woodstock.

Tank Heaters
Dominion Stove & Foundry Co., Ltd., Penetang.
Pease Foundry Co., Toronto.

Tanks, Expansion
Pease Foundry Co., Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
L. S. Starrett Co., Athol, Mass.

Tennis Tapes
Lord Mfg. Co., New York.

Terne Plates
American Roling Mill Co., Middletown, Ohio.
M. & L. Samuel, Benjamin & Co., Toronto.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Teddy Bear Rockers
Schultz Bros. Co., Ltd., Brantford.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.

Tiling, Fireplace, Wall, tec.
New Maiden Tiles, Ltd., Burslem, Stoke-on-Trent, Eng.

Tiling, Rubber
Gutta Percha & Rubber, Limited, Toronto.

Tin Plates
Roofers Supply Co., Toronto.
M. & L. Samuel, Benjamin & Co., Toronto.

Thimbles, Builders'
Collins Mfg. Co., Toronto.

Tiling, Walls and Floors
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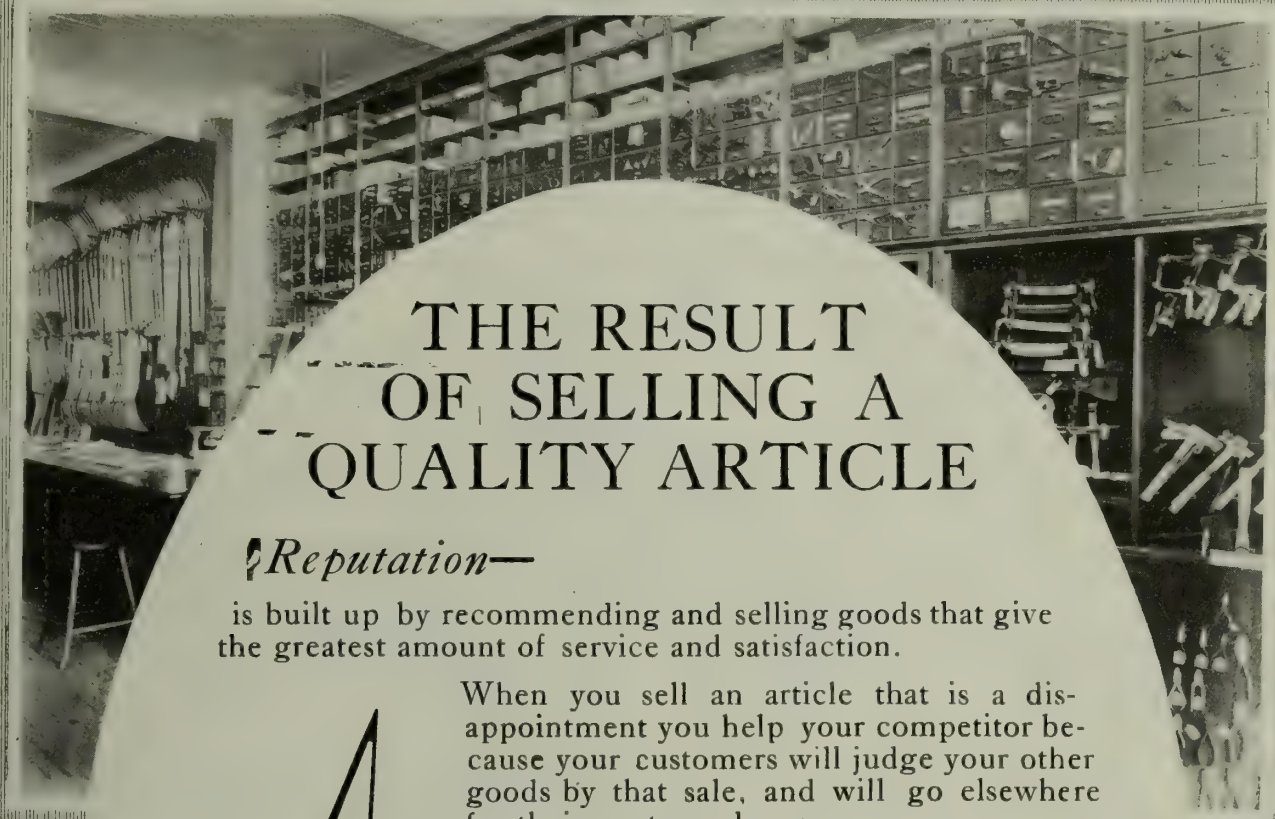

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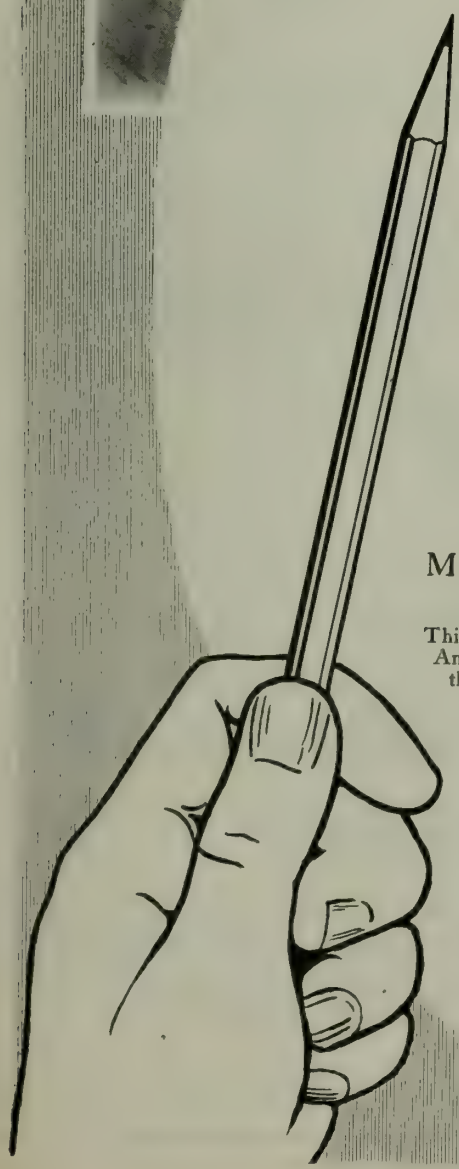

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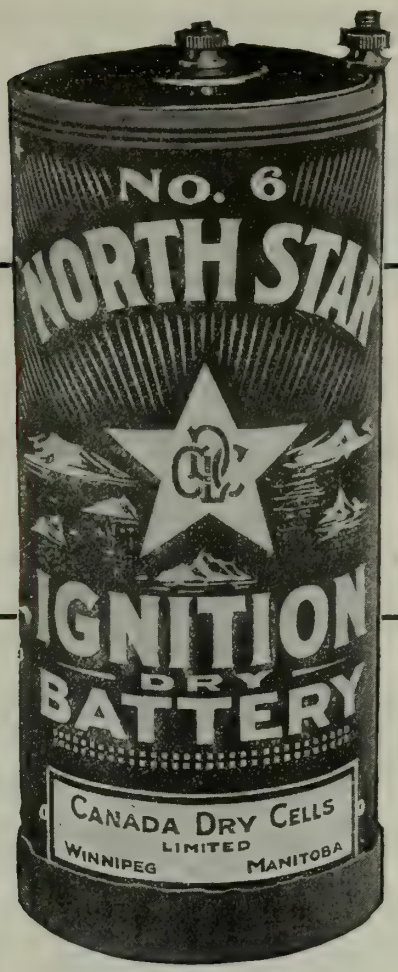

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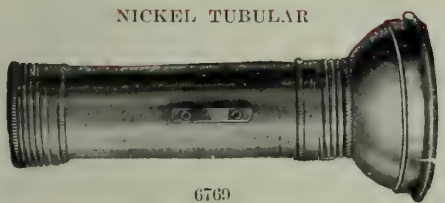

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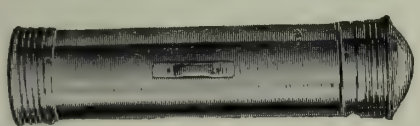

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Made in various other sizes and designs.

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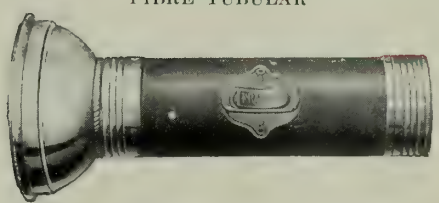


6781

6786

Made in various other sizes and designs.

Awarded Gold Medal San Francisco Exposition, 1915

1009

1028

1040

Radio Batteries for Flashlights and Hand Lanterns.

Long Life in use and on shelf.

RADIO BATTERIES ARE STANDARD

Franco Flashlights are made in various sizes, styles and finishes to suit every purpose. Fitted with Radio Lamp and Radio Battery they excel all others.

FRANCO FLASHLIGHTS ARE STANDARD

Sold through various Distributors throughout the Dominion.

Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, ONT.

The Most Progressive Flashlight Manufacturers in the Dominion

The one big complete line of fire-arms & ammunition

There is comfort, satisfaction and profit in handling the Remington UMC line because there isn't a fire-arm or ammunition need that your customers can put up to you that isn't splendidly met by it. Over 100 years of "Knowing How" and a reputation that we value beyond price, keeps the Remington UMC line at the highest possible notch of quality. In fact, Remington UMC quality, service and guarantees are the standards that the fire-arm and ammunition world measures by.

Remington UMC

.22 Rifles: Single Shot, Repeating and Autoloading.

Shot Guns: Repeating and Autoloading.

High Power Big Game Rifles.

New Club (black powder) Nitro Club (speed), and, Remington (low price) loaded Shells.

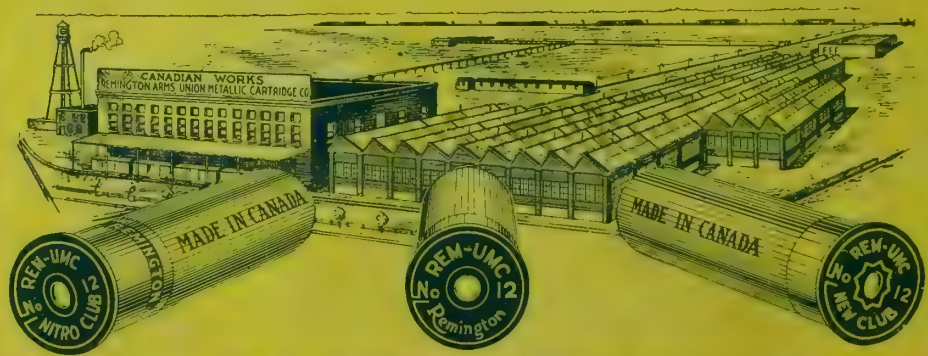
.22 and High Power Rifle ammunition of any and all loads.

THE REMINGTON ARMS UNION METALLIC CARTRIDGE CO.

Contractors to the British Imperial and Colonial Governments

WINDSOR, ONTARIO

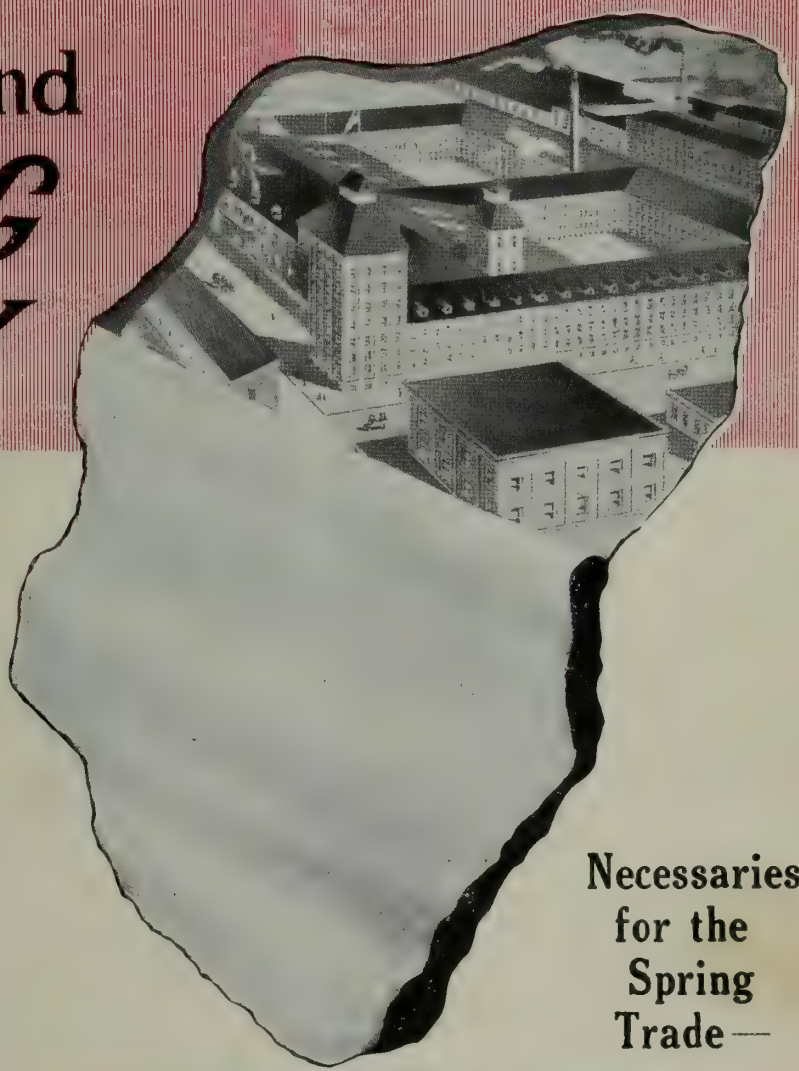
London, Eng. **JOBBERS EVERYWHERE** **New York, U.S.A.**



HARDWARE AND METAL

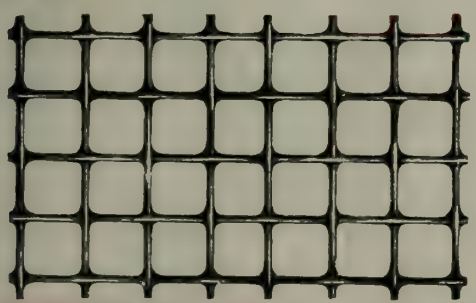
Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 March 25
No. 13 1916
THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

The Plant Behind
GREENING
QUALITY



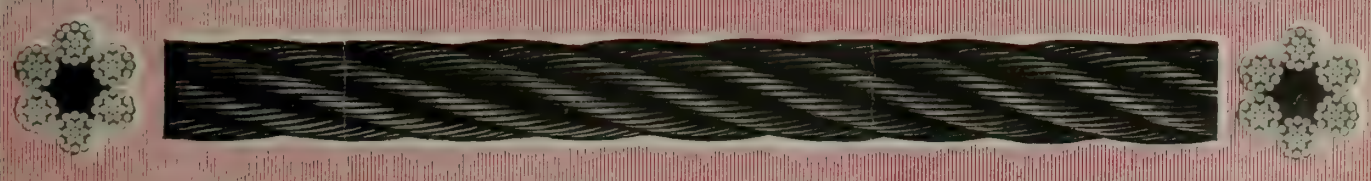
RUSTLESS FLY SCREEN
Send for Samples

Necessaries for the Spring Trade—



FLY-SCREEN CLOTH, SAND-SCREEN CLOTH, RE-GALVANIZED CLOTH, TIE-OUT CHAINS, DOG CHAINS, POULTRY NETTING, WIRE ROPE, PERFORMATED METALS

The B. Greening Wire Co., Limited
HAMILTON, ONT. MONTREAL, P.Q.



Red S Brand Window GLASS

Plate, Figured, Stained, Wired

Ornamental Mirror and Bent

SPECIAL PRICES FOR CAR LOADS
ALSO FOR
QUANTITIES FROM STOCK

PROMPT DELIVERIES

Glass Benders and Mirror Makers To The Trade

The Toronto Plate Glass Importing Co., Ltd.
TORONTO, ONT.

"P.&W. Co."

SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

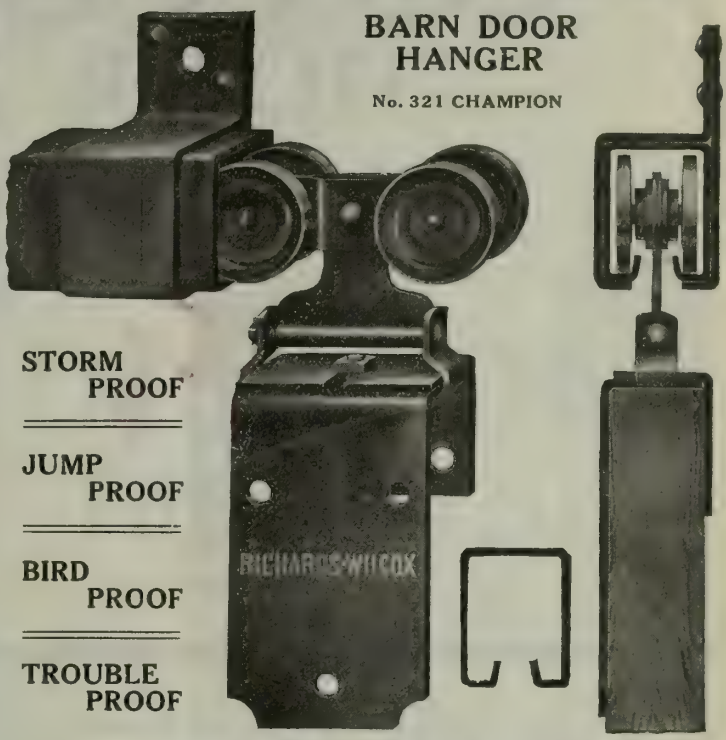
Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

CANADA'S VERY BEST

BARN DOOR HANGER

No. 321 CHAMPION



STORM PROOF

JUMP PROOF

BIRD PROOF

TROUBLE PROOF

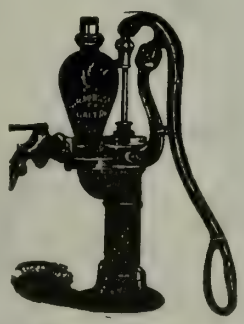
Look for the name "RICHARDS-WILCOX" on every length of track. None other will give R-W Durability and Service.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A.

CHATILLON SCALES

have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Only the best materials for their particular purposes are used throughout. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's profitable.

Write for prices, discounts and illustrated catalogue.

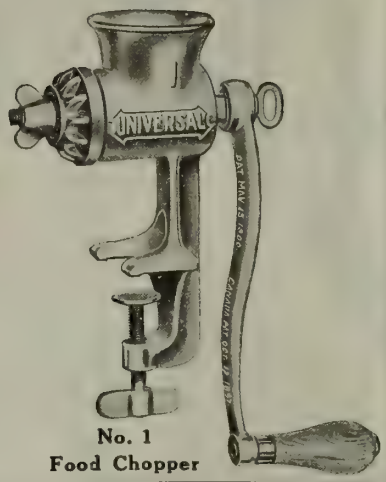
JOHN CHATILLON & SONS
85 Cliff Street New York City
Scale Makers Since 1835

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL
HOME NEEDS

No. 80
Vacuum
Bottle

No. 25
Butter Churn



No. 1
Food Chopper

No. 1822
Carafe

Recognized as every-day home needs and everywhere known as UNIVERSAL.

They have a steady, constant market all the year through, and require no extra sales effort to keep them moving from your shelves.

Your customers know the name UNIVERSAL because we have made it familiar to them.

The wide publicity which we are continually giving the line, has made the prospective buyer thoroughly familiar with the standard quality and special advantages which it represents.

In order to meet the steadily growing demand which has been created, it will pay you to stock this well-established brand whose superior worth has been demonstrated by use.

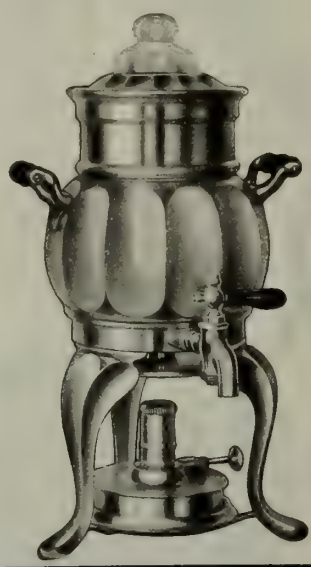
Our large stock enables us to make prompt deliveries on your orders.

In this way small orders can be quickly turned over, your stock kept new and quick profits realized on your investment.

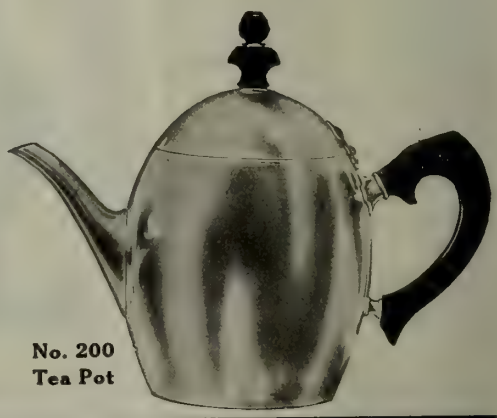
UNIVERSAL

We have an unusually fine list of advertising helps at your disposal. These consist of window cards, display stands, newspaper ads., lantern slides, etc., which you may have for the asking.

No. 76
Coffee
Percolator



No. 406
Coffee
Machine



No. 200
Tea Pot

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Montreal

If interested, tear out this pageand keep with letters to be answered.

LEWIS BROS., LIMITED, MONTREAL

Headquarters for

DISSTON TOOLS

DISSTON TROWELS

Designed to meet the demand of **ALL USERS.** They are made—not merely to sell—but for Practical Use by Skilled, Practical Men, as well as by the less experienced.

Are the product of a factory with 57 years' experience in trowel making.

They maintain the High and Enviable Reputation of Tools bearing the name

Henry Disston & Sons

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 74 Years Characterizes All

DISSTON BRAND TOOLS

That Last For GENERATIONS

LEWIS BROS., LIMITED

MONTREAL

No. 5. London Pattern, Round Narrow Heel.

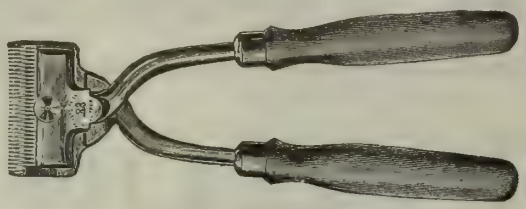
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

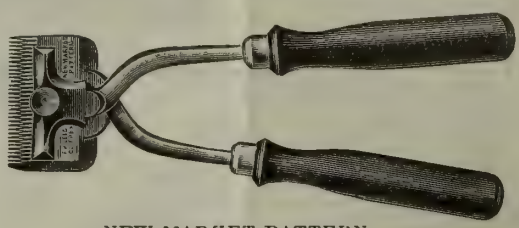
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

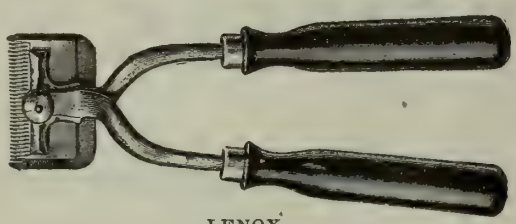
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

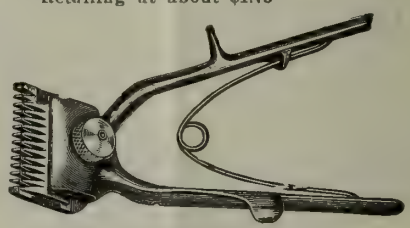


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Tear This Illustration Out and Save it!

—IT WILL GREATLY HELP YOU TO INCREASE YOUR LADDER SALES IF YOU SELL THE

Hercules Step Ladder

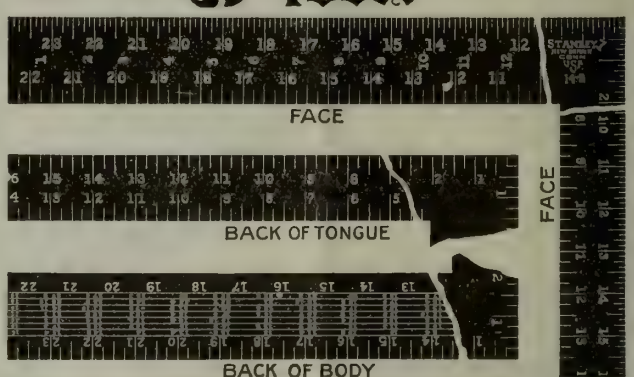
When a man asks for a step ladder show him this illustration—it will at once give him a comprehensive idea of the "Hercules" Strength and you'll make the sale with practically no effort.

The **great strength** of the Hercules is due to the fact that only the very best materials are used and the wide steps and top are strongly trussed.

Write for catalog No. 5 and full information.

The Stratford Mfg. Co., Ltd.
Stratford, Can.

Stanley Tools



Stanley Steel Squares

Every Stanley square is weldless, or, in other words, made from ONE piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

Special care has been given to the simplifying of all tables used, so that the workman can get the measurements he desires with ease and rapidity.

They can be furnished in a number of different styles and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY NEW BRITAIN CONN USA appears on the face of all numbers.

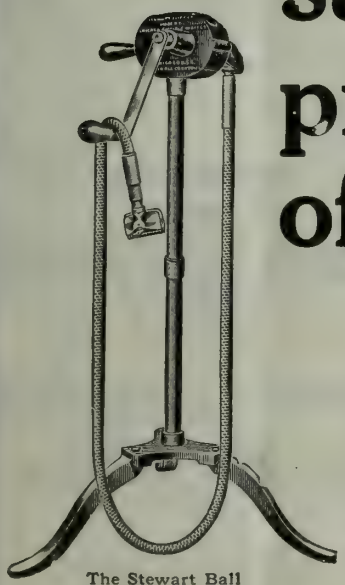
Send for special circular containing complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

The Only Truly satisfactory clipping machine ever offered at the price

The Stewart Ball Bearing Machine



The Stewart Ball Bearing Machine

Retails in Canada at **$9.25**

This is pre-eminently a ***quality*** machine. It sells readily, always pleases and helps dealers to gain and maintain a reputation for handling goods of sterling worth.

This machine can be made to clip horses, mules and cows without change.

IT IS THE PROFITABLE MACHINE
FOR DEALERS IN EVERY SENSE.

It is the most widely advertised to the user and sells best of all clipping machines. Keep your stock up from now to May. ***All jobbers have it.***

Stewart Ball Bearing Machine in Operation

Write for New Catalogue and supply of Dealer's Helps.

Chicago Flexible Shaft Company
250 Ontario Street, Chicago

If interested, tear out this page and keep with letters to be answered.

SELL MORE FILES

For three years we have advertised in every technical trade paper in Canada, educating manufacturers, superintendents, shop foremen and workmen to use more files.

We have demonstrated clearly that it is wasteful to continue using a file when it has reached its "inefficient point."

The result of this campaign has been a tremendous increase in the demand for files, particularly the Famous Five manufactured by us:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(Made in Canada)

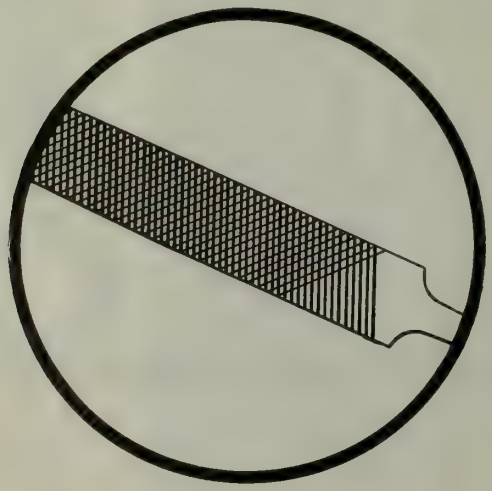
This increase is so great that to-day we supply 90% of the files sold in Canada. Last year we manufactured and sold 60,000,000 files. The dealers who sell the Famous Five turned over this business and made their profit from it.

How much of this business did you get? Did you do 90% of the file business in your locality? If you did not, you're likely missing business by not selling the Famous Five.

We have an interesting proposition to any dealer who wants to increase his file business. We will send him particulars of it if he will write for a copy of "File Filosophy" and our Trade Catalogue.

Nicholson File Company

Port Hope *(Jobbers Everywhere)* **Ontario**



WHY
You Should Sell Our
HOCKEY STICKS, BASEBALL BATS AND HANDLES

They are made in Canada from the selection of the wood to the finished product, experts supervising the manufacturing.

Our hockey sticks are superior to all others in design, material and finish—give them a trial and you will be convinced that this claim has a sound foundation.

Those who buy sticks upon appearance will get quality as well if you sell our brand.

Send us your order to-day—we guarantee satisfaction.

St. Mary's Wood Specialty Co.,
Limited

St. Mary's, Ontario, Canada

BRANCHES AT WINNIPEG AND MONTREAL

Better Brooms and Brushes

There are many varieties, but only one quality in the famous

"KEYSTONE"

Brushes for all household purposes, and that quality means all that is embraced in the word "Best." Best for the housewife, for they give service and satisfaction. Best for you, Mr. Dealer, for the satisfied customer associates you with the good service she receives from "Keystone" brooms and brushes.

Write for prices, etc.

Stevens-Hepner Co., Limited

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

If interested, tear out this page and keep with letters to be answered.

Best Known and Best Liked

ONE vital requirement in building the prestige which makes people turn instinctively to your store is the handling of goods that are well and favorably known.

In rope, Plymouth has more acquaintances and friends than any other. The advertisements written by its makers and the words spoken since 1824 by its users have made it the best known. Superior quality has made it the best liked.

To millions of rope buyers the famous ship trade-mark and the name Plymouth mean satisfaction.

You will find it easiest to sell people rope when you offer them Plymouth Rope.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, ONTARIO

INDEPENDENT CORDAGE CO., LIMITED
Canadian Sales Agents
TORONTO, ONTARIO

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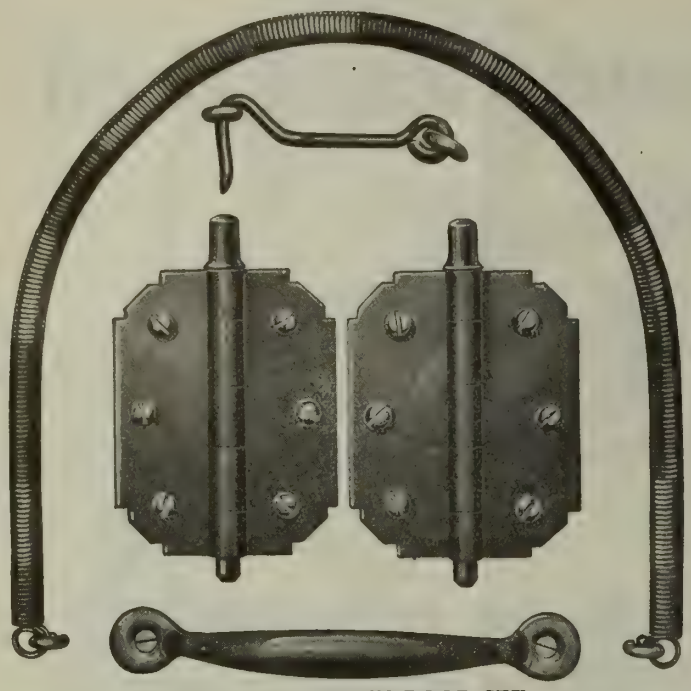


No. 175 SCREEN DOOR SET

Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

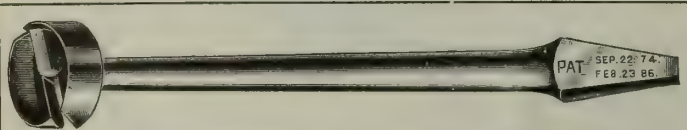
BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



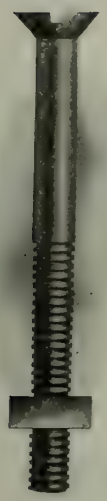
THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

If interested, tear out this page and keep with letters to be answered.

THE STEEL COMPANY OF CANADA LIMITED



BOLTS and NUTS

WROUGHT PIPE

"TIGER" WHITE LEAD

THE LEAD WITH THE SPREAD

WOOD and MACHINE SCREWS

STEEL and IRON BARS

WIRE, WIRE NAILS, STAPLES, BALE TIES, PUTTY, SHOT, TACKS, BOOT CALKS, "INVINCIBLE" FENCING, LEAD PIPE, RIVETS

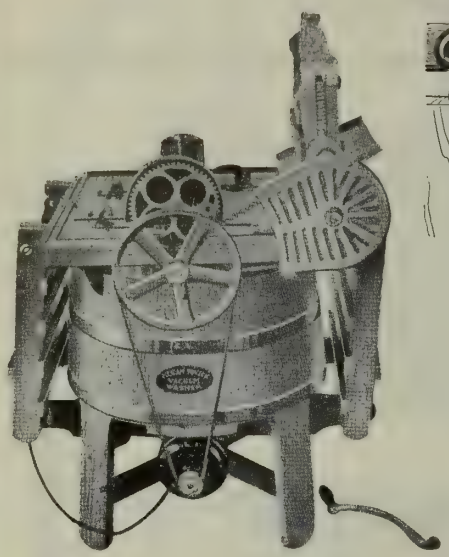
All our products guaranteed. Shipments Prompt.

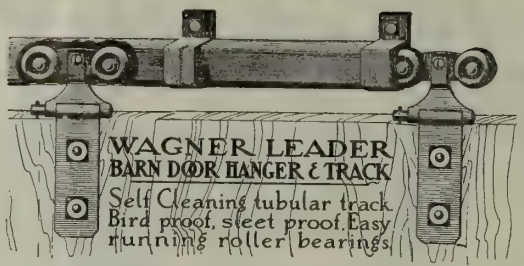
Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX

If interested, tear out this page and keep with letters to be answered.

THREE BIG LINES—

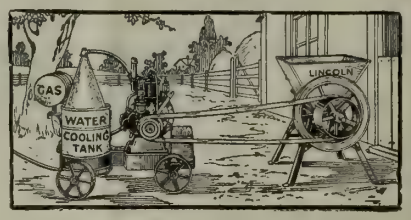




The Wagner Leader is without doubt the best barn door hanger and track on the market, and will be in great demand by the farm trade this year. Send for Wagner catalog.

One of the "KLEAN KWICK" lines of washing machines. Can be run with gas engine, or the wringer and machine can both be operated by hand. It is quiet in operation, and all the working parts are guarded. Produces twice the action of any machine with valve in stomper. Very simple gear construction.

Famous Cushman Light Weight Engines



We want you to handle our 4 h.p. Cushman binder engine. Its light weight and steady power permit it to be attached to rear of binder, etc. With a Cushman you can cut from 8 to 10 acres more and with fewer horses. If in heavy or tangled grain, and the sickle chokes, all they need to do is to stop the team; the engine clears the sickle. Binder runs the same, whether horses go fast or slow or stop. Binder will wear several years longer, as it is not jerked faster and slower by the horses. Attachments furnished for any binder.

2-Cylinder Engines built in 8 H.P., 15 H.P. and 20 H.P. sizes.

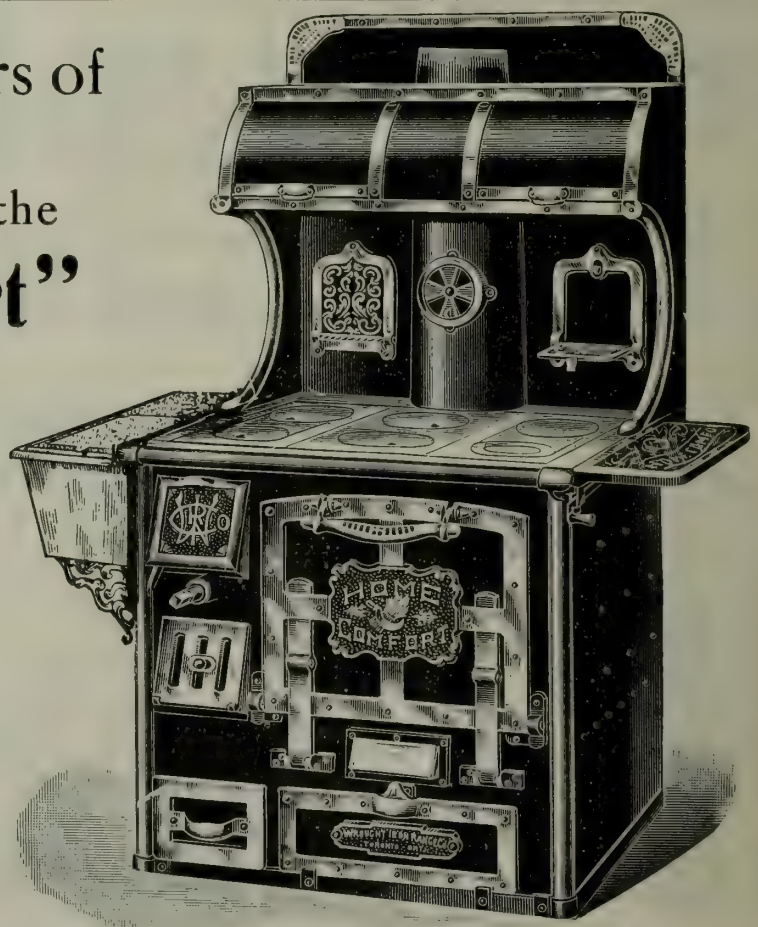
CUSHMAN MOTOR WORKS OF CANADA, LIMITED

281 Princess Street, Winnipeg

Over Twenty Years of Good Service

is nothing unusual for the

"Home Comfort" Range



For the past fifty years this range has been sold direct to the consumer, but the policy of this company having been changed, we are now offering the Home Comfort Range for sale through the trade, which policy will be maintained in the future. Would it not be advisable to inquire if your territory is still open?

A PURELY CANADIAN PRODUCT

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West Factory: 22 Orillia St.

TORONTO

If interested, tear out this page and keep with letters to be answered.

ONTARIO

To the Hardware Dealers of Ontario

DO you know that right in our own province hundreds of people are writing to us for information in regard to our HORSE SPECIALTIES and in most cases they even ask where they can procure them. Wherever it is possible to do so we refer them to their nearest dealer or perhaps give them the name of two or three dealers in their locality.

Have you samples of the different lines on hand to show when they call?

Are you keeping your goods well displayed?

Would you like a Window Transfer of our Agency sign to connect your store up with our general Publicity Campaign?

To show you the interest that is being created amongst the farmers of Ontario, we are showing below a copy of a recent ad. run in leading farm journals and a few of the replies. Glance over them. It is just possible that you may even know some of the parties.

ENQUIRIES

R.R. 5, Renfrew, Ont.
Will you please send your special Booklet of Halters and Harness.
Wm. H. Read.

City View, Ottawa.
Please send us a Catalog of your Harness. We would like to know about your Giant Rope Traces advertised in Ottawa Valley Journal.
E. Kett.

R.R. 6, Belleville.
Please forward me one of your price lists for Rope Traces, etc.
Horace Wright.

Clarke, Ont.
Will you please send me your book entitled HOLD YOUR HORSES. I saw your ad. in Family Herald.
Geo. McCullough.

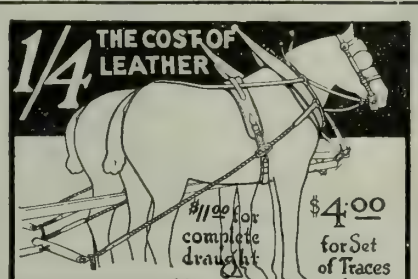
Dashwood, Ont.
Please let me know all about your Rope Traces and Halters.
Arthur Gabel.

Essex, Ont.
Please send me your prices on Harness Specialties, as I have to buy a Harness this Spring.
Wm. Kavanaugh.

Forest, Ont.
Please send me particulars of your Giant Rope Traces.
Walter Bell.

Cayuga, Ont.
Would you please send me a list of your Money-Savers and cut of your Rope Harness.
Martin Kohler.

Bruce Mines.
Please send me descriptive Book let of your Harness and Halters.
Leslie Mills.



You can figure this up on your spring overhauling of heavy work harness. GRIFFITH'S Giant Rope Traces stand between you and the big jump in leather—and they are stronger. Your complete draught at $11! It's like finding $10 or $12. Giant Traces at $4! Complete with malleable ends and electric-weld heel chains, and all charges paid ($4.50 west of Fort William).

GRIFFITH'S GIANT ROPE TRACE

Have your dealer show you these outfits. If he hasn't any in stock, write us. But make sure you get them. Mention this paper and we will send you a list of other money savers. **G. L. GRIFFITH & SON, 72 Waterloo St., Stratford.**

THIS IS ONE of a series of Ads. that are running at the present time in a list of Nine of the Leading Farm Journals of Canada. We are referring to replies from Ontario only in this issue. The opportunities in SASKATCHEWAN will be dealt with next week. Watch for it. Saskatchewan dealers. We have a bunch of live news already, and more coming in every mail.

ORDERS

Bruce Mines, Ont.
Enclosed find one dollar for which send me one of your Giant Halters.
Leslie Mills.

P.S.—This halter is for a young colt that is to be tied up for the first time.

Sent from Factory.

Palermo, Ont.
Please send me one of your Handy Tie Ropes, for which I enclose 25 cents.
R. Kelly.

Sent from Factory.

Exeter, Ont.
Please send C.O.D. one set of your Giant Traces and equipment.
Jonothan Kydd.

Turned over to dealer in Exeter.

Barrie Island, Manitoulin.
I am enclosing six dollars for six of your Giant Halters. Sent by express to .....
Albert E. Long.

Sent direct from Factory. Credit note for the profit sent to our dealer at Gore Bay.

TESTIMONIALS

R.R. 2, Kirkfield, Ont.
I received the Giant Halter and Tie satisfactorily. I put the Halter on a colt for the first time to-night and it pulled only once. That was enough. It didn't pull any more.
John J. Brentnell.

Beaverton, Ont.
We are pleased to be able to report that your Giant Traces have been highly satisfactory. We have had them in use on our heavy teams in all kinds of work. We find that while they are lighter than leather they are equally good.
Dunrobin Farms.
E. W. Mackay, Mgr.

Acton, Ont.
I like your Handy Tie fine. It is Handy, quick to tie, and never slips.
C. J. Akins.

GRIFFITH'S HORSE SPECIALTIES TRADE MARK

G. L. Griffith & Son **Stratford, Ontario**

If interested, tear out this page and keep with letters to be answered.

RESULTS

That Count In Cash

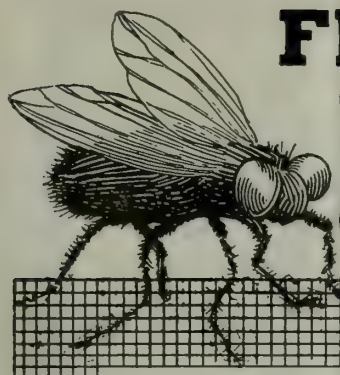
Are you a business producer? Can you get results from your efforts that mean more money? If you are and are ready to consider a plan that will augment your present income from $5.00 to $10.00 a week, you are the man we want to represent us in your district. The more time you have the better the pay.

We need bright, brainy, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and make sure of your district? If you are looking for an increase in wages to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

Many of our representatives devote an average of four hours each day to looking after our subscription business. These men average anywhere from $10.00 to $20.00 a week. Would an income like this interest you? Write us to-day: we will gladly send you full particulars concerning our plan, without obligating you in the least—simply say, "Show me how to turn my spare time into money."

The MacLean Publishing Co., Limited

Dept. H.M. TORONTO, ONTARIO



Fly Screen WIRE CLOTH

OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

Order your supply now.

Catalog on request.

CANADA WIRE & IRON GOODS CO.

Hamilton, Ont.

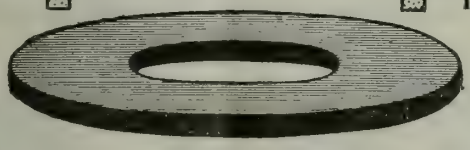
Eastern Representative:
H. E. O. BULL
184 Mance St., Montreal, Que.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

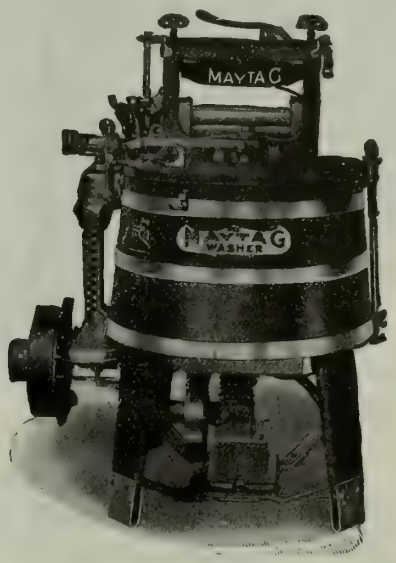
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

The Maytag Multi-Motor Washer

Announcement Extraordinary!



What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU**.

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST**. This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.
WINNIPEG, MAN.

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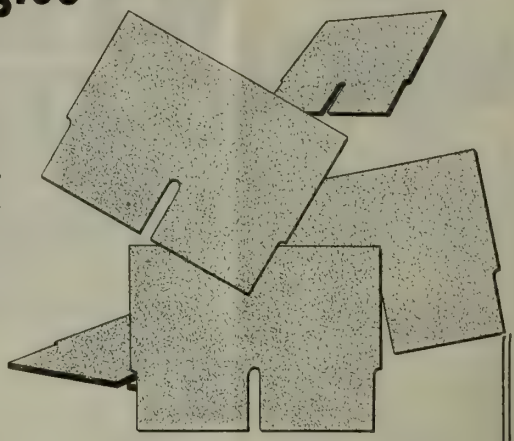
NEPONSET Twin Shingles

The Greatest Roofing Development of the Twentieth Century.



There can be no doubt that Neponset Twin Shingles will be the biggest selling roofing for homes. Everything is in their favor—first, the handsome appearance of the soft green, or dull red, of the crushed slate finish; second, the durability of asphalt-saturated felt, and slate; third, the ease of laying; fourth, the economy in actual service.

Great Dealer Opportunity

Every sale will help you to build up a trade worth while. Link up your store with the whole Neponset line—Neponset Twin Shingles, Neponset Paroid Roofing, Neponset Wall Board and Neponset Roofing Felts and Building Papers. A satisfied customer is not only your best advertisement, but your greatest asset.

BIRD & SON, DEPT. H.

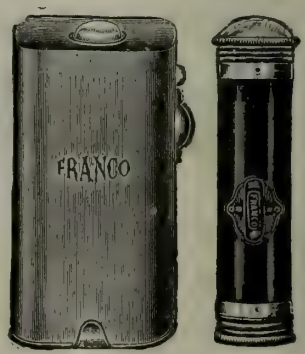
70 King Street, HAMILTON, ONTARIO

The Largest Manufacturers of Roofings, Wall Boards and Roofing Felts in Canada.

Warehouses in WINNIPEG CALGARY VANCOUVER MONTREAL HALIFAX ST. JOHN EDMONTON

Everybody Needs FRANCO Flashlights

The demand is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.



FRANCO Flashlights

are definitely guaranteed. Exclusive patented features—fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker and give more brilliant light than any flashlight battery made.

Catalogue mailed on request.

INTERSTATE ELECTRIC NOVELTY CO. OF CANADA, Limited

220 KING STREET WEST, TORONTO, ONT.

Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

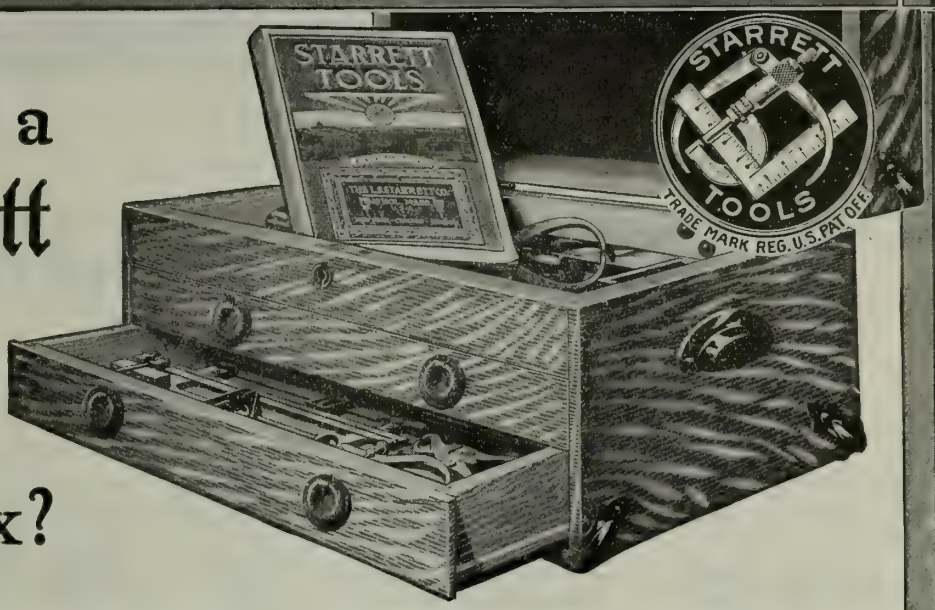
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Is There a Starrett Catalog In Your Tool Box?



This Question Is Being Put to Every Mechanic

EVERY machinist at times has work that is difficult to lay out or measure. The man who has a Starrett Catalog, by looking through it occasionally, is able to find tools or instruments that exactly fit the difficult work that comes to his machine, and is prepared to handle these jobs accurately and easily.

Starrett Tools

are tools for expert workmen. They are tools that insure accurate work and there are tools for all kinds of work.

It is our aim to put the Starrett Catalog in every mechanic's tool box—naturally, he will go to the nearest dealer to buy more tools—can you supply him?

Write for Free Catalog No. 20-MA describing 2100 styles and sizes of fine instruments—steel rules, tapes, squares, levels, hack saws, calipers and dividers, micrometers, gages, speed indicators and many others.

We Deal Direct with Hardware Stores

THE L. S. STARRETT CO., Athol, Mass.

"The World's Greatest Tool Makers"

London New York Chicago

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

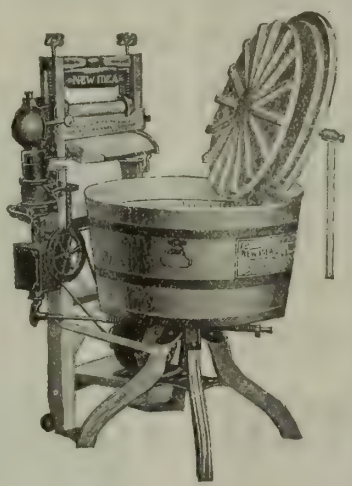
It's a Pink anyway you take it, and it's the best Peavey made.

The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC

Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.



It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.

IDEAL FOR HOUSEHOLD USE.

Made only by

Cummer-Dowswell, Limited, Hamilton, Ontario

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.

FULTONVILLE, N. Y.

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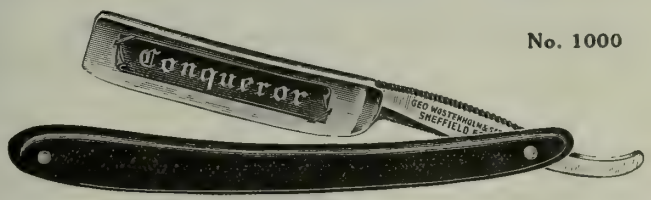
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

"METALLIC" CEILINGS

that fit, that lay right. That's the kind you really make money on, also the kind that brings you more business. We make that kind. Give us a trial. You'll like "M.R.Co." Ceilings. Ask for catalogue and price list.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



No. 1000

No. 5000

CELEBRATED I.XL RAZORS

Manufactured by

GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

Every razor fully guaranteed. The grinding, etching and finish, is all that the highest grade of workmen can obtain.

All leading Jobbing houses carry a full range of these lines, in all sizes and styles.

No. 2000

No. 0534

A. MACFARLANE & COMPANY, Montreal, Canadian Representatives.

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Bright Light Stove Polish

Bright Light is prepared from the best English lead and Japan which produces a brilliant lasting polish that will not speck nor turn white. Put up only in our patent box to protect the fingers from coming in contact with the paste.

Every box is hermetically sealed, so that the polish will not dry out. Packed in quarter gross cases.

Our D. S. C. Repair Outfit.

Will repair any inner tube, whether auto or bicycle; always handy; fits the pocket; everything in it of the very best.

Contains:

1 piece of Pure Rubber Patching
1 piece of Sandpaper
1 box of Talcum Powder
1 piece of Adhesive Canvas
1 tube of Eagle Cement

Odorless Jet Enamel

for Stove Pipes

Will not burn off. One coat will give a beautiful ebony finish; dries quickly, and will preserve stove pipes from rusting. Especially adapted for registers, grates or iron where a high finish is required. Put up in six-ounce bottles, handsomely labelled, with cork neatly dipped makes an attractive package. Packed 3 dozen in a case.

Best Harness Oil Dressing

Is a paste combination of Neatsfoot and Wax so blended as to give a waterproof that will keep the leather soft and pliable. Put up in pound tins, handsomely lithographed. Packed three dozen and one dozen wood cases.

Eagle Rubber Cement

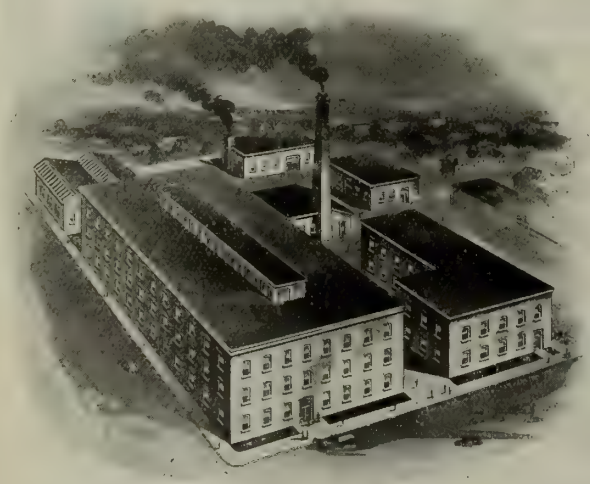
Is recognized by all dealers as being superior to any rubber cement (except our D. R. C. Brand), and is handled by all dealers in such large quantities that we are able to sell it at a price which, considering quality, defies competition. Put up in all styles.

Staon Stove Pipe Enamel

It is a union Japan of extra quality, and is recognized as being superior to any other union Japan on the market. Staon will stand a high temperature, dries quickly, and has no offensive odor. Put up in air-tight tins in three sizes. Labelled with a three-colored varnish label. Packed three dozen to a case.

Staon Stove Paste

Is a compound made from pure Ceylon lead, gives an excellent black shine that will stand over eight hundred degrees of heat without burning off. Put up in penny lever tins, straight sided, so that the polish may be removed very easily without waste. Attractive package, three-color lithographed varnish label. Packed 3 dozen in wood case.



Domestic Specialty Company, Limited

Hamilton, Canada

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Ideal Silver Cream

It will clean more silverware in less time, with less expense, than any other preparation made. "Ideal" is not an electro-plating preparation; removes nothing but the dirt, leaving the silverware like new. Put up in eight and eighteen-ounce bottles, packed three dozen in case.

Satin Gloss Harness Dressing

A self-shining dressing of exceptional quality for use in finishing new and old harness, and also the best dressing for general use. It is the blackest and produces a beautiful soft, satin gloss finish, for buggy tops, saddles, fly nets, trappings, etc. Especially adapted for bench work. Put up in cans, kegs and barrels.

Very Best Stove Pipe Enamel

It's a Union Japan and is superior to any stove pipe varnish where quality, quantity and price are taken into consideration. Put up in half-pint and pint bottles, with cop and brush.

RE-NU-AL Wood Polish is not a varnish nor does it leave any coating on the surface, merely removes the dirt and brings the original finish back to the varnish. Removes scratches or burnt spots and will clean any varnished wood-work from the cellar to the attic better and with less labor than any other preparation.

When it comes to *Blacking Enamels and Rubber Cement* you cannot make a better step than buying from us. We say this with confidence because our goods have always given the best of satisfaction, and they pay a very substantial profit.

Send us a trial order now.

Klondike Metal Polish

The Monarch of all polishes; imparts a brilliancy to all kinds of metal. It will clean quicker and leave a brighter finish than any other. Made in black and white.

Domestic Specialty Company
LIMITED

Hamilton, Canada

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Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO
A. T. DIGGINS, Stair Bldg., Toronto, Ont.
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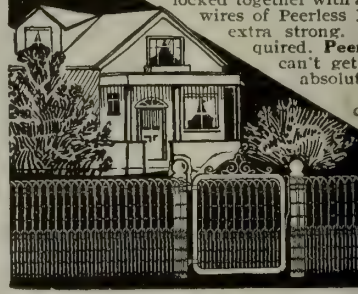
PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.



The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man.
Hamilton, Ontario

GOODS WELL DISPLAYED ARE HALF SOLD

Wall Paper Display Stand

Show Your Hardware on

Bel-Air Display Stands

Saves time, saves room and gives better satisfaction to customers.

Sells Wall Paper without assistance.

Will display all kinds of Hardware. Equally good for retail or wholesale.

Belair Tank and Tower Co., Limited
1835b Ontario St. E.
Montreal

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Quick Hot Water at a Big Saving of Gas

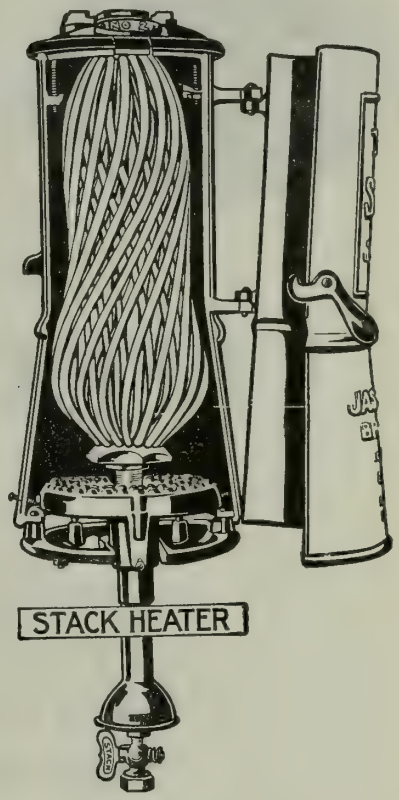
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

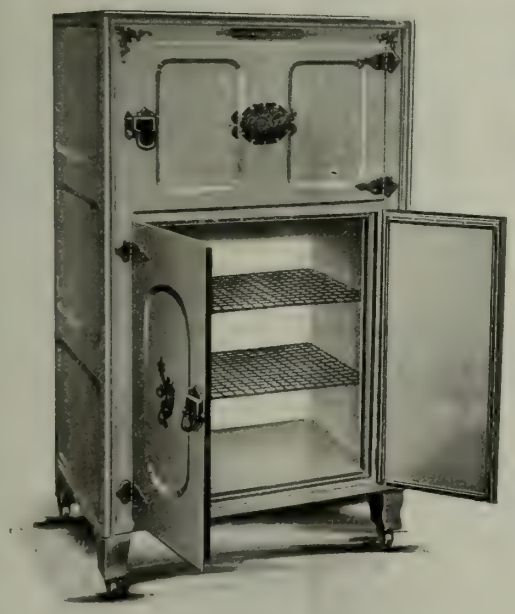


EASILY SOLD BIG PROFIT

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

Davidson's Frost River Refrigerators



The season is approaching when your customers will be looking for a Refrigerator.

The most sanitary, the most serviceable and the most durable is the Frost River Refrigerator.

It is made of sheet steel galvanized, therefore absolutely rust proof.

The exterior is Japanned a French Grey.

The food chamber is enameled white.

Made in 3 sizes and made to last a lifetime.

Write for Prices.

The Thos. Davidson Manufacturing Company, Limited

Toronto MONTREAL Winnipeg

If interested, tear out this page and keep with letters to be answered.

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

EFFICIENT SERVICE

Our constant aim is to give you EFFICIENT and RELIABLE SERVICE, the kind that leaves an impression of personal attention.

"Service" Branches throughout Canada, with complete stocks, make quick and prompt deliveries possible.

If It's Rubber
The Dominion Rubber System
Has It

WRITE FOR CATALOGUE, AND LET US SHOW YOU HOW WELL WE CAN SERVE YOU.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII. TORONTO, MARCH 25, 1916 No. 13

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CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

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A 1916 GARAGE

-YOU-

WHO ARE BUILDING OR REMODELING GARAGES THIS YEAR, WILL CERTAINLY WANT SEVICEABLE, ECONOMICAL AND ORNAMENTAL HARDWARE.

The Stanley Works manufactures a complete line of up-to-date garage hardware; from a garage door holder, which prevents your doors from slamming, to 36-inch hinges for brick and concrete garages.

Write today for free booklet "R" on Garage Hardware.

STANLEY S.W. WORKS
NEW BRITAIN CONN., U.S.A.

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Architectural periodicals
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MADE BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO
HINGE HEADQUARTERS
Canadian Representatives:
A. MACFARLANE & CO., COKISTINE BUILDING, MONTREAL

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Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized. This means uniform wear.

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Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
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"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
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Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 25, 1916 No. 13

Advance in White Lead Was Predicted

Advance of $2.25 Per 100 lbs. in the Price of White Lead in Oil Has Gone into Effect —Lead Being Sold to Orient—Lead Production in Canada—Imports and Exports for 1915.

THE sensational advance this week of $2.2 per 100 pounds in the price of white lead in oil, will not come as a surprise to those who have been following Hardware and Metal's weekly market reports.

Week after week, for some time past the pig lead situation has been referred to in the weekly market reports in this paper. Special reference has been made in the paint market reports to the pig lead situation and its effect on white lead in oil.

In the March 4 issue of Hardware and Metal the Montreal weekly report, in announcing an advance of 25c per 100 pounds on white lead in oil, stated in part as follows:—

"On the head of the strong situation in white lead in oil, referred to last week, when it was explained that higher prices were warranted, there has been a further strengthening of the pig market, with the result that an advance of 25c to a ton basis of $10.55 has been forced. On the higher basis the market is very firm, and it is stated that the position of pig lead supplies warrants still further advances, despite the decline in the price of linseed oil. However, the volume of business passing is not heavy, and this is a considerable factor in maintaining moderate price levels. An indication of the strength of the market is the fact that even on the advance no orders are being booked, quotations being for immediate acceptance and immediate delivery only. Up to this time orders have been accepted for delivery up to opening of navigation."

The Toronto report on white lead in oil, in the same issue stated:—

"Another advance in white lead in oil has been made, bringing the price up to $11.70 in ton lots. While not altogether unexpected, this last advance has caused some excitement in the trade, as the price is abnormally high, and there is nothing to indicate that the top of the market has been reached. The pig lead situation is very strong, and higher prices may yet develop in that market."

The following week, March 11 issue, Hardware and Metal's Montreal report stated:

"Lead is very strong on the advance recorded last week. Since then there has been still another increase in the quotation for pig. Under these conditions higher prices for lead are warranted. Factors for restraint are that the trade is pretty well bought and the volume of business passing is not heavy and the fact that already the prices are abnormally high. Quotations are on the basis of $11.55 for ton lots, with 30 cents added for smaller quantities and these figures are for immediate acceptance and immediate delivery only. Any activity in demand is likely to lead to immediate advances."

NEW STANDARD LISTS

Owing to the unprecedented conditions in the hardware trade, manufacturers have found it necessary to make alterations in the list prices of many lines on which standard lists apply. All changes in the lists have been recorded in Hardware and Metal's market reports as they occurred. As retailers will no doubt be anxious to secure new and complete set of lists, Hardware and Metal will run a series of standard lists in which changes have been made. The first of the series will start next week. Every retailer should make it a point to file each new list as it appears, and make changes in cost books if they have not already been made. Several cases have recently been brought to light, indicating that retailers have been selling goods at a serious loss due to figuring selling prices from old lists.

The Toronto report in the same issue referring to the strength in the market stated:

"The market is firm at the advance announced last week. Pig lead has again advanced since the new prices for white lead were issued, so manufacturers are confronted with another problem. Indications all point to still higher prices for pig lead, in which case white lead may follow suit. White lead is being quoted locally at $11.70 per 100 lbs. in ton lots, with 30c extra for less than ton lots."

Last week's issue, March 18, stated that unless there was a marked and immediate reaction, higher prices were a certainty. The Montreal report stated in part as follows:

White Lead on the Rise

"Quotations for white lead on a basis of $11.55 for ton lots with 30 cents added for smaller quantities are as at last report. However, the situation has gained further strength on material advances on pig, during the week and, unless there should be some marked and immediate reaction, higher prices are a certainty. In fact it is stated that it is only the fact that there is practically no lead being bought at the present time—orders having been generally booked for spring supplies—coupled with the already abnormal quotations that have deferred an advance during the week."

The Toronto report in the same issue stated as follows:—

White Lead Firm

"The recent advance of pig lead to 7c in New York has increased the possibility of another advance in white lead in the near future. Indications point to continued strength in the pig lead market, and further advances. White lead is being quoted locally at $11.70 per 100 lbs. in ton lots."

This week an advance of $2.25 per 100 pounds has been announced. The price

of pure white lead in oil at the advanced cost in ton lots is $13.80 per 100 pounds at Montreal, and $13.95 per 100 pounds at Toronto.

The price of pure white lead in oil at the outbreak of the war, in ton lots was $8.20 per 100 pounds at Montreal, and $8.35 per 100 pounds at Toronto, an advance of 15 cents per 100 pounds having taken place about a month previous to the outbreak of the war.

The present high price of white is warranted by the present prices of pig lead.

A comparison of pig lead prices in effect early in the present week compared with prices of a year ago at New York and St. Louis is very interesting. The Trust price at New York on Monday was 7.00c as against a price of 4.10c a year ago. The average for a year prior to the war was 4.16. According to the American Metal market, the price at East St. Louis on Monday of this week was 6.92½. The price a year previous was 4.05. The average for a year prior to the war was 4.04.

On account of lack of offerings, and the scarcity of supplies, the lead market has continued to grow stronger each day. Producers, it is claimed, are sold up to their capacity, and are holding tight, refusing to sell ahead to any extent. A peculiar feature of the situation as reported by the American Metal Market is the fact that the greater part of the lead sold of late has been shipped to Seattle and other Pacific ports for export to Japan and Russia. It is said that the demand from the Orient shows no falling off and there were early this week several new orders for March and April shipment on which the buyers bid 7⅞c St. Louis, and sales have been made at 8.00c. As the orders are being placed for shipment via the Pacific and therefore lead which is in the West is worth as much and more than lead which is in New York.

The National Lead Company, a subsidiary of the American Smelting & Refining Company, is understood to have large inquiries for shot, sheets, and other finished products, amounting to about 1,000 tons, but being unable to obtain the pig lead, is hesitating to make offers. It is understood that the parent company is largely oversold and to-day is refusing to make sales at its nominal quotation of 7c per pound for shipment from the West. It is a matter of some interest that pig lead was sold as low at 3.35c per pound in October, 1914, three months after the outbreak of the war. This was the lowest point ever recorded, at least, since 1880. Lead has been slow in responding to large war contracts, but the present indication is that new high record prices are likely to be established.

Lead Production in Canada

The most recent figures available on lead production in Canada are those compiled by the Division of Mineral Resources and Statistics for 1915, a preliminary report of which has recently been issued. The figures for production, while subject to revision are based upon direct returns from mine and smelter operators.

Although there was an increase of nearly 25 per cent. in the production of lead the 1915 output has been exceeded in six of the past 15 years. The production of lead in 1915 was 45,377,065 pounds, which valued at 5.60 cents per pound, the average price of pig lead in Montreal for the year, would be worth $2,541,116. The production in 1914 was 36,337,765 pounds valued at $1,627,568, or an average of 4.479 cents per pound. The 1915 production consists chiefly of pig and manufactured lead produced at Trail, B.C., but includes also an estimate of the lead probably recoverable from ores shipped to smelters outside of Canada. The entire output of the Surprise mine in the Slocan District, B.C., was shipped to the United States, refined in bond, and sold in London.

The exports of lead in ore, etc., in 1915 are recorded by the Customs Department as 1,845,100 pounds valued at $40,273, and of pig lead 2,066,929 pounds valued at $79,067. Exports in 1914 were 246,100 pounds of lead in ore and 510,573 pounds of pig lead.

The total value of the imports of lead and lead products in 1915 was $2,479,261 as against $1,042,538 in 1914.

Do You Quote Prices?

Successful Merchants of To-day Are Those Who Keep no Secrets in This Respect — They Are the Magnets Which Draw Trade—Essentials of Advertising That Brings Results—Some Advertisers Fall Short by a Very Small Margin

ONE of the perplexing questions for many a merchant in the small towns is the advisability of quoting prices in their advertisements. If they quote prices some are of the opinion that they are playing into the hands of their competitors. In other words, they think by letting the other fellow know the price for which they are going to sell that he will immediately put his prices down to a lower point and quietly undersell them. They reason that they lose the sale under these conditions and question the wisdom of letting the other fellow know too much about what they are doing.

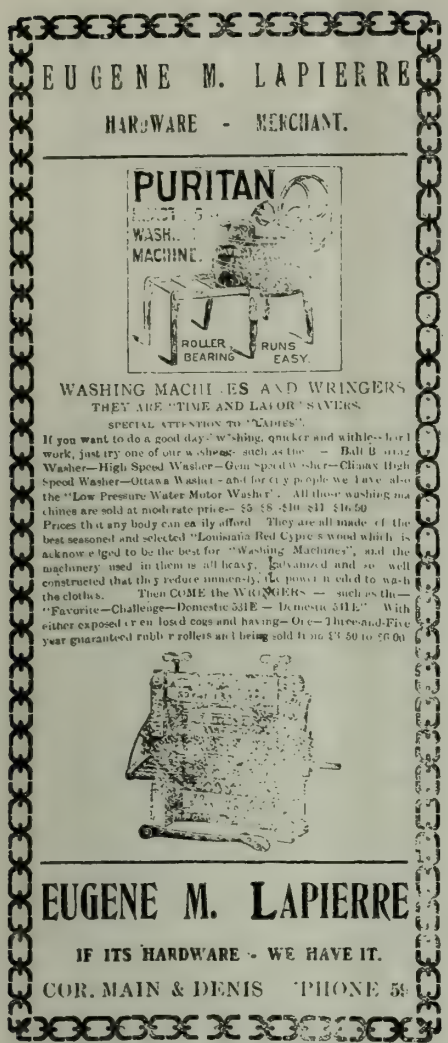
Yes, it is true the merchant in quoting prices, lets his competitor know where he stands. But at the same time he is also letting several hundred prospective customers know. If his price is a fair one he has no need to fear that his competitor is going to jump at the chance of underselling just for the sake of making the sale. The chances are that where a merchant would lose one sale by quoting his prices he would gain ten customers by such methods. It is the fear of dragging their business methods into the limelight that makes many merchants draw back and go on advertising in the same old way: "Our prices are right. See our new stock of hardware. Come to us and we will save you money."

Leaders in the art of getting business have found that sort of talk does not get them anywhere. If it is a bad principle to quote prices, would it also not hold good in the case of the department stores? Quoting of prices is one of their strong points. They are the magnets which attract the gaze of the purchaser whose purse is burning from the weight of the weekly pay.

But prices must be backed up by something that tells what they can expect for a certain price. This is the method by which the big advertiser leads the wary one to water. It is of course another thing to make that wary one buy after he or she is corralled and safely in the store. But it is a great deal easier to sell an article when they know the price and all the details than if the curiosity had never been whetted in the least.

Ads That Get Trade

Every merchant looks with longing eyes to the advertisements of the successful city merchant who "puts his ads. across the footlights" and makes them get trade. There is one perpetual



Example of an advertisement which has some good features, but which falls short in the essentials which make for business-getting publicity. It is attractive. But presswork is poor, there is no attractive headline and prices are referred to in a general way.

question mark in his mind: How does he do it? These articles are designed with a view to assisting the merchant to see how he does it. By practical illustrations from advertisements that have appeared in various papers throughout the country this end is sought. Last week there was pointed out the necessity of telling in detail about the goods, quoting prices, and of the advantage in having the advertisements well illustrated. The very great need for an attractive typographical arrangement, the proper distribution of white space and the very desirous element of "punch" was also emphasized. There must be an intimate appeal—an appeal to reason to clinch the arguments made.

This week reproduced herewith are two interesting advertisements on wringers. One is an example of the advertisement which almost "made the grade" but "fell down" in the vital points. The other is an advertisement from a successful hardware advertisement of a department store which "made the grade" and got the business. No more eloquent talk could be made than to show the methods by which each worked. The advertisement of Eugene M. Lapierre has a number of the essentials of good advertising.

From a typographical standpoint it is rather attractive. This was possibly due more to the blind gropings of the "printer's devil" who was trying out his hand at artistic display than to the mature and studied arrangement of the typo's art. However, that is mere supposition. The fact remains that the advertisement does attract. Two of the points which make the advertisement attractive are the cuts of the washer and the wringer, with a good distribution of white space. There is possibly just a trifle too much white space at either side of the cuts. But that is neither here nor there. The advertisement is commendable, too, from the point of quoting prices. There is some attempt made also to tell about the washer and wringer in detail.

Weak Points of Washing Machine Ad.

One of the faults which may be pointed out is the poor presswork. A merchant should insist that his advertisement come out clear and distinct. In both cuts in the Lapierre ad. the presswork is so bad that some parts cannot be deciphered. This is quite a common complaint among newspapers in small towns. It is one of the points on which the large city daily lays particular stress. The merchant can exercise the proper kind of pressure to remedy this condition. It is not necessary for him to have a row over it with the country editor. But he should in a friendly manner point out the necessity of having good presswork — printing that the subscribers can read. A heart to heart talk with the editor will do a great deal of good and possibly result in his raising the typographical appearance of his paper from front through to the back page.

This matter of poor presswork is perhaps the glaring weak point from the standpoint of the editor. There are other faults which must be attributed to the merchant. In the first place he has been too anxious to get his name before the public. It is his goods that he wants to get before the public—as well as his name. His name appears no less than twice — at top and bottom. It would have been advisable to cut out the top name and insert a line what would tell in a few brief words what the merchant wanted to "put across." A line such as "Time and Labor Saving Washers and Wringers" would attract the eye and make an appeal to the housewife.

Glittering Generalities

In the text of the advertisement all the various kinds of wringers have been named and the range of prices given. But the price is not tied down to any particular make. The prices given might have been the complete range of prices for all the washers or they may have been the range of prices for each particular make. The advertisement does not tell which. The essentials of good advertising require that the price should be nailed down to the particular make or brand to which they apply. In the reproduction of the mills advertisement a good illustration of this point can be had.

This same defect is noticeable when the wringers are enumerated. A string of wringers is given, then the prices are bunched together. One cannot get a mental picture of any one of the wringers and the price attached to it. Note

(Continued on page 35.)

Example of an advertisement which pulled business. There is a good distribution of white space, an attractive typographical arrangement, each machine is minutely described, and the prices are quoted. This advertisement was the same size as the Lapierre ad, ten and a half inches deep across two columns.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, MARCH 25, 1916 No. 19

EDITORIAL NOTES

THE financial statement is essential in the relationship between creditor and debtor.

* * *

CUTTING prices is certainly a queer way of increasing profits and yet it is generally resorted to with that end in view.

* * *

DESPITE the warnings of the trade papers there are still some retailers who allow themselves to be taken in by schemes which are prohibited by law, and by which the retailer is eventually the loser, not only in actual cash, but by making dissatisfied customers.

* * *

ONE of the greatest troubles of the retail trade has been a misunderstanding of the word "competition." It has occurred to a few that the word could mean something else besides "price"—that there could be such a thing as competition in service, in quality, in suggestion, in originality; but to the great body of merchants, both large and small, it has meant only "price."

MINERAL PRODUCTION INCREASED

ACCORDING to the official annual preliminary report on mineral production in Canada, which however, is subject to revision, it is evident that the metal mining industry has, in 1915, shown the largest output on record. The total value of metal and mineral production in 1915, was $138,513,750, compared with $128,863,075 in 1914 and $145,634,812 in 1913, the latter being the greatest production on record. The increase of 1915 over 1914 was $9,650,675. The heavy demand for metals, as a result of the war, created activity in the production of copper, lead, nickel and zinc. Developed deposits of these metals were worked harder during 1915, than in previous years, and late in the year the opening of old, and exploitation of new deposits.

The production of all metals with the exception of silver shows a huge increase over previous years. The total value of metallic production in 1915 was $77,046,082, as against $59,386,619 in 1914 and $66,361,351 in 1913. The increase over 1914 was almost 30 per cent., and 15 per cent. over 1913, the highest previous year. The quantity of nickel was 50 per cent. greater than in 1914; copper, 35 per cent. greater; pig iron 17 per cent. greater; lead, 25 per cent. greater; gold, 18 per cent.

Complete returns of zinc shipments have not yet been received but the tonnage is estimated at 15,553 tons containing 12,400,000 pounds of zinc. Zinc shipments in 1914 were recorded as 10,893 tons containing 12,400,000 lbs. of zinc. Despite the prevailing opinion in some quarters to the contrary, and although there was an increase of 25 per cent. over 1914, the 1915 output of lead has been exceeded in six of the past fifteen years. The production of lead in 1915 was 45,377,065 pounds. Valued at 5.60 cents per pound, the average price of pig lead in Montreal for the year, the production of 1915 was valued at $2,541,116. The 1915 production consisted principally of pig and manufactured lead produced at Trail, B.C.

The demand and high prices for antimony in 1915 caused a renewal of activity in mining antimony ores, with the result that the total production reported is estimated at 961,040 pounds of antimony refined and in concentrates. The 1915 output of pig iron from Canadian blast furnaces shows an increase of 130,555 tons or 16.67 per cent. over that of 1914. This compares favorably with the averages of recent years. The production of steel ingots and castings in 1915 including 5,625 tons from electric furnaces, was 1,020,335 short tons as compared with 828,641 tons in 1914.

The value of the non-metallic production in 1915 including clay and quarry products was $61,467,668 compared with $69,476,456 in 1914, and $79,273,461 in 1913.

The largest decreases in 1915 occurred despite the decreased production of materials used in construction work such as cement, clay and stone quarry products, a large increase is shown in the total mineral output over that of any previous year.

WASTEFUL RECRUITING

WITH 280,000 men from Canada already enlisted, the problem of bringing the forces of the Dominion up to the half-million mark presents serious difficulties for the industrial life of the country. There is no question but what the men can be had. With a systematic campaign such as is now being carried on the men can be recruited. The appeal to the young men of the country is just as strong as it ever was. With the coming of spring and summer large numbers will undoubtedly fall in.

But it is a question whether the present methods can be followed in the raising of the additional 220,000 men without seriously interfering with the industrial progress of Canada. It has been stated that it is the most competent men in all branches of industry who have enlisted in the past. Men with competent brains see the urgency of the present call. The dilatory man puts it off. The man keenly alive to the situation consequently hearkens to the call. Many there are who feel that they would like to go but because of conflicting interests find they cannot. Very often, under the present voluntary method of recruiting, they do don the uniform in spite of the sacrifices.

It is not a time when it should be said that the fight belongs to one particular class of men rather than to another. All are equally concerned in the issue. We want to win. We will win—even though it is necessary to strip the men from every productive industry in the country.

But it would not be necessary to cripple our industries if we went about the job in a methodical and businesslike manner. Under the present system when the recruiting sergeant is turned loose he does not stop to consider whether the man would be more valuable where he is. He will clean out the entire force of an industrial plant and close its doors if need be. "It's men we want. Give us men," the sergeant asserts.

Some plants have been closed. Others are working in a very feeble sort of way. In certain instances, proprietors have had to face the possibility of disposing of their plants or closing them up. The same condition no doubt prevails in many industries.

It is not because there is a dearth of men in the country that these shortages have occurred. It is because men have been left free to make the choice. The highly skilled have joined the colors in large numbers. There are many callings which do not require years of work to become proficient in. These could be filled by women and girls and older men.

The question arises: Who shall go and who shall remain? And who shall name the classes to go? The first step should be the taking of a census with all data as to trades and callings, marital relations, ages, where employed. It should then be possible for a competent tribunal to select the classes that should first be requested to perform service for the State. This tribunal should be comprised in part at least of business men who are familiar with the needs of particular industries.

No odium or stigma should attach to men so called or to those left at home. Thrice honored are they who put themselves completely to the service of the State. "Sweet and beautiful it is to serve one's fellowmen." By the fortune of chance, it may be, certain classes can be spared first.

By proper organization, either through Dominion, Provincial or voluntary aggregations of citizens, a complete census could be taken in every city, hamlet and countryside in the Dominion. To conserve our national resources in skilled men a census is a very necessary step. The next step should be a decision by a proper tribunal as to which classes could be spared first.

CLEAN ADVERTISING

IT IS worth something to know that advertisements which are inserted in a trade paper are clean and dependable. In the United States there is an organization known as the Association of National Advertisers which makes it a principle to ask publishers to declare themselves with respect to certain questionable classes of advertising. For instance, there are the advertisements for cancer cure, men specialists, fortune-telling, advertisements of real estate and financial concerns that one would personally consider questionable, matrimonial bureaus, liquor advertisements and other classes of advertising which might gull the public.

In the case of very many of the newspapers they have been unable to answer these questions in a creditable manner. There are numerous forms of advertising which get into the trade paper that would gull its readers if careful scrutiny and selection were not exercised. It is one of the business principles of HARDWARE AND METAL to exercise the greatest care possible in safeguarding its readers. It is our settled business policy never to solicit advertising from a source that may be at all questionable. Furthermore, on our advertising contracts we always reserve the right to cancel an advertisement. This is done in case it turns out that the firm carrying the advertising is not all that we had expected it to be.

Merchants who have occasion to peruse the advertising pages of this paper can feel assured that the greatest of care has been exercised on their behalf in this process of selection. It is our aim to make our advertising of the most reputable and trustworthy kind. Many advertisements have been rejected because we have felt that they might be of the questionable sort.

Counter Check Book In Triplicate

Problem for Merchant is to Get Simple and Efficient System—One Merchant Combines Invoice, Journal and Counter Check-Book All in One—Chances for Making Mistakes Reduced to Minimum

THERE are many systems of bookkeping in vogue in the various hardware stores in Canada. It is a difficult problem to decide on the best method to keep account of sales and at the same time keep these records in the permanent set of books of the merchant. There are many loose leaf systems now being used by hardwaremen and these have been found to give satisfaction quite generally. But even in these loose leaf systems it is necessary to exercise care in the selecting of a system in order that the new system may not be as cumbersome and as expensive as the old.

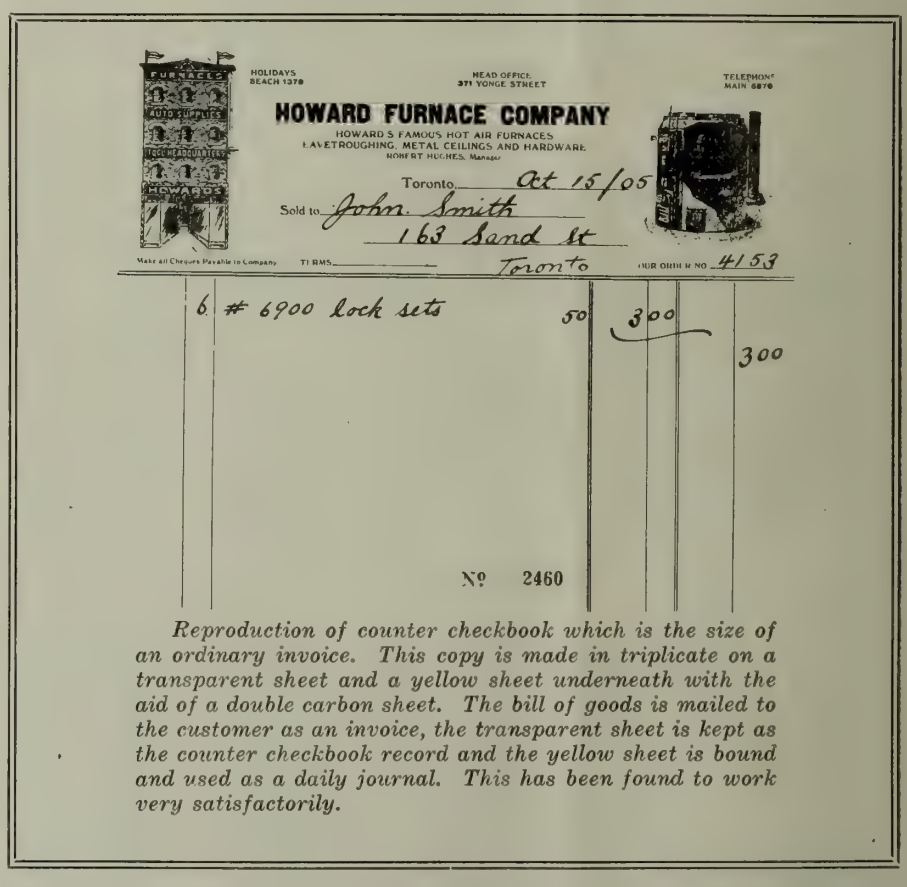
Some of the essentials of a good system of keeping a record of sales and accounts are: (1) Simplicity; (2) Efficiency; (3) Infallibility through proper checks; (4) Minimum cost. Many of these systems are inexpensive to instal and should be considered thoroughly by the merchant who is not satisfied with the methods he is using at present. There are many systems still used which are complicated, unsatisfactory and troublesome. They incur an expense which the hardwareman would be well to be relieved from.

One of the Toronto firms which about two years ago discarded its old system was that of the Howard Furnace Company. In considering a new system the secretary-treasurer of the concern, W. K. Hughes, had in mind the eliminating of inconvenience to his customers. In this way he believed customers could be attracted to deal with his firm. Through its simplicity and efficiency he hoped to have the system appreciated by his customers.

In the second place, one of the objects in view was to keep the system of bookkeeping up-to-date without incurring too much expense through taking up too much time of the salesman. Thirdly, to have some system that would not increase the work of the office staff and bookkeeper. After a trial of two years, Mr. Hughes asserts that his present system has not only reduced the expense in his office work, but has made the work easier for his salesmen. Furthermore, it has eliminated all the troubles which he formerly experienced.

A Simple System

The various forms and books required by the Howard Furnace Company are three in number, namely, the counter check book, the ledger and the monthly statement. The counter check book is of fairly large size, the sheets being 7 inches by 10 inches. It is about the size of an ordinary invoice. Mr. Hughes maintains there are several advantages in having the counter check book of a good size. First, the book is not so liable to be mislaid by the salesman, and if it does happen to be mislaid, it is large enough to be easily found; second, if a customer takes the bill with him for the goods purchased, he is not so liable to fold a sheet of the size in question into small dimensions and tuck it away in a corner of his match pocket. Mr. Hughes has observed that the customer usually folds the sheets into a size similar to that of an ordinary letter. It cannot, therefore, be overlooked by the customer if he uses his pockets for other purposes as well as keeping bills.



Reproduction of counter checkbook which is the size of an ordinary invoice. This copy is made in triplicate on a transparent sheet and a yellow sheet underneath with the aid of a double carbon sheet. The bill of goods is mailed to the customer as an invoice, the transparent sheet is kept as the counter checkbook record and the yellow sheet is bound and used as a daily journal. This has been found to work very satisfactorily.

Counter Check Book

The counter check book is arranged in triplicate form, composed of a white sheet of good quality, preferably a bond paper, which is the one on which the item is written. Underneath the white sheet and forming one of the set of three is a sheet of transparent paper, in an onion skin grade of paper. The third sheet in the trilogy is a yellow one. The second sheet, or transparent one, is perfectly blank, with the exception of the number of the counter check book and the sheet number in the counter check book. All three sheets carry the same numbers. The third sheet, yellow in color, is an exact duplicate of the white sheet on which the item or account is first written when the sale is made.

All three of these sheets are made out for the one sale. The second and third sheets are copied by the use of a double-faced carbon paper, inserted between the transparent sheet and the yellow sheet. When pressure is made on the white sheet with the lead pencil the impression is also made on the yellow sheet as well as on the reverse side of the transparent sheet. The double carbon does away with the necessity for using two carbons and the possibility of losing one or failing to have it in its place.

When the sale is made, the clerk tears the white sheet and yellow sheet from the check book and places them in a compartment in the cash register used for this purpose. The charge is then rung on the cash register. Mr. Hughes does not encourage the giving of original invoices to the employees of concerns who may be purchasing the goods. When a person having a private account requires a bill with the goods the request is usually granted. If the request is not made the salesman does not mention it, and does not volunteer to give the invoice.

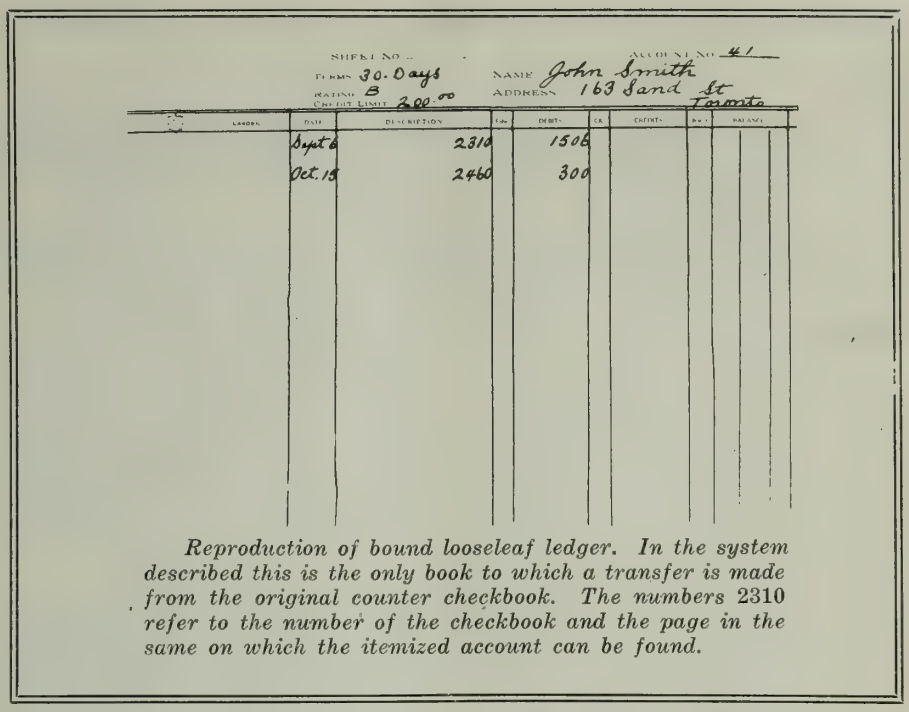
Invoices Sent by Mail

This firm discourages giving the invoices with the goods, for the reason that they do not stand the same chance of getting into the hands of the proper parties. The original invoice is mailed to the firm each morning, and will thus get into the hands of the person who is sure to see that it is filed away properly. When the statement is rendered at the end of the month the items will correspond with the invoices. All chance of having to telephone to find out what such and such an item was for is thus eliminated.

Orders signed by the proper officials of a company are demanded by this concern when filling orders for their messengers. The salesman then insists that the messenger sign for the goods in the counter check book before the leaves are torn therefrom. The order for the goods is also preserved.

When business for the day is over, the bookkeeper takes the white and yellow sheets from the cash register and deposits them in the safe over night. In the morning the white sheets are mailed to the customer. These sheets show the items, signature of the employee who received the goods and the order number of the firm making the purchase. The yellow sheets are filed numerically into a binder, thus forming a journal. The regular form of entry is then made into the ledger from the binder.

The folio number entered in the ledger is the number of the entry in the counter check book. In the specimen sheet, reproduced herewith, it is 2460. As already stated, the 24 represents the number of the counter check book, while the 60 represents the number in the counter check book. In making entry from the binder to the ledger it is claimed there is a big saving of time. The bookkeeper has no entry to make in the journal, as the journal is already made. Also there are no invoices to be made out, as the white sheet mailed to the customer was the invoice. The firm which has this system asserts that the chances for making a mistake are reduced to a minimum. It often happens that errors are made in the copying of invoices. In this system the invoice is the original bill. There is only one transfer, that from the yellow binder sheets to the ledger, which reduces the chance of making mistakes to the minimum.


SHEET NO. —
ACCOUNT NO. 41
TERMS 30. Days
NAME John Smith
RATING B
CREDIT LIMIT 300.00
ADDRESS 163 Sand St Toronto

LEDGER	DATE	DESCRIPTION	FOL.	DEBIT	CR.	CREDIT	BAL.	BALANCE
	Sept 6		2310	150 6				
	Oct. 15		2460	300				

Reproduction of bound looseleaf ledger. In the system described this is the only book to which a transfer is made from the original counter checkbook. The numbers 2310 *refer to the number of the checkbook and the page in the same on which the itemized account can be found.*

On the ledger sheet there are reserved spaces for the rating of each customer, his credit limit and the terms to be given. The sheet number comprises the number of sheets in the account. On the first day of each month statements are rendered on regular forms.

This system, Mr. Hughes states, has worked out to the entire satisfaction of the company in question. It has not alone saved valuable time for them, but has reduced the chances for making mistakes to the minimum, and gives their customers confidence in their method of conducting business.

NEW BRUSH MACHINE PLANT

Another plant has been established in Canada as a result of the increased demand for brushes of various kinds. The Canadian Brush Machinery Company, Limited, has recently been granted a Dominion charter and will establish a factory at Walkerville for the manufacture of these machines. The company has acquired the Canadian and British patents of the Liebig Solid Back Brush Machines, manufactured by William Liebig & Co., of Detroit, Mich. Brush manufacturers in Canada have purchased over $20,000 worth of these machines during the past eighteen months to turn out large military orders for these articles. The factory for the manufacture of these machines is the first to be established in Canada. The company intends to look well to the export department of their trade as well as to the local market in Canada.

PROGRESS OF CREDIT MEN

At a banquet given in his honor by the Hamilton branch of Credit Mens' Association of Canada, Henry Detchon, general manager of the association, with headquarters at Winnipeg, told of the great progress the organization has made in the West. The association has high ideals and strives to maintain them. In his opinion the interests of the wholesale and retail merchants were identical. Nearly every wholesale house west of Port Arthur, said Mr. Detchon, was a member of the association. Through its efforts some very important protective legislation had been effected in the West. One of the projects which the organization had favored was the daylight saving scheme. Mr. Detchon also visited Toronto and Montreal on his Eastern trip.

BRASS COMPANY CHANGES NAME

Notices have been issued to the effect that the name of the Chadwick Brass Company, Limited, at Hamilton, has been changed to The Wentworth Brass Company, Limited. The firm founders, spins, stamps and manufactures brass and copper goods, electric and gas fixtures, automobile lamps and art metal ware.

That there is a fortune awaiting the man who can invent a motor for automobiles that will consume illuminating or heavier oils of which the supply is excessive, or who can make a competitive substitute for gasoline, is an opinion expressed by the New York Commercial in commenting upon the recent rapid advances in the gasoline market.

WHAT OTHER PAPERS SAY

REASONS FOR BUYING AT HOME

From the Guide, Killarney, Man.

While we recognize the perfect right of every man to buy where he pleases and how he pleases, even to the complete exclusion of the home dealer, we question very much the wisdom of his doing so. We may be wrong, for it is a question which every man must solve for himself. However, here are five reasons why we think you should patronize home dealers when possible. Read them, investigate, and use your own judgment:

(1) Considering quality, freight and service, home prices are as low or lower than mail order prices, statements by mail-order houses to the contrary notwithstanding. The mail order house attracts business through playing upon man's weakness to look upon distant fields as greener than those at home.

(2) Home merchants are in a position to render incomparably better service than distant houses, and they do give such service. This is true because, one who buys of a home merchant may see the goods in person, discuss merits of articles and have other privileges that are not possible when he deals with a mail order house.

(3) By the nature of things, one may rely upon home merchants more than upon distant mail order houses. This because the home merchants meet their patrons face to face and have to make good. If a bad purchase is made it will be brought back or a personal complaint made. The mail order house is virtually free from such trouble. You know what that means.

(4) The home merchant is in position to extend credit accommodations and is generous and courteous in doing so; not so the mail order house. In this country, where men and money are both busy, credit accommodations mean much. The home merchant is your friend when you are in need, and he is at least entitled to fair treatment when you have cash to spend.

(5) The interests of country people and of home merchants are identical, and self-interest calls for patronizing such stores.

URGES RETAILERS TO ORGANIZE

From the Advertiser, Claresholm, Alta.

We hope the merchants of Claresholm, Granum and Stavely will carefully read an article in this issue under the heading, "Country Merchants Organizing." This is the movement that ought to be taken up by every town in the west. The business men must organize if they would successfully compete with the departmental store. They must work out their own salvation in this matter. Far too much money is sent out of Alberta to fatten eastern business houses. This money should be kept at home, and will be kept at home, if the merchant himself has nerve enough to tackle the problem with determination and energy. There is too much apathy and indifference on this subject; too much willingness to let things slide and take the leavings from the department store table. Every merchant should resolve that he will hold the trade of his own district and make his business a success. No man with a particle of pride or self-respect is willing to be a door mat for another man to wipe his feet on, yet this will happen if he does not assert his manhood and prove by his actions that he can hold his own, if not in one way then in another. If by organizing, the country merchant can drive a peg in the coffin of the department store, then organize by all means and do it quickly.

NARROW BUSINESS

From Telegraph and Telephone Age

When a business is conducted along narrow lines the employes naturally become narrow in their views; in other words, they reflect the spirit of the business. Conversely, a business conducted on broad gauge principles tends to make its employes broad-minded, and widen their mental horizon. Modern business methods are destructive of narrow ideas, and any business that is classed as old-fashioned and narrow will sooner or later fail.

COMPARISON OF PRICES

From Merchants' Record and Show Window.

Much fuss has been made during the past year or so as to the ethics of comparative prices in advertisements. Because some advertisers have abused the use of comparative prices, other stores have discontinued their use. We can see no very good reason why any advertiser should not make comparisons of former and present prices, providing it is done honestly. It is the truth that counts.

IT CAN BE DONE

From the Hardware Trade

No community is too small and none is too large to derive benefit from the formation of a local credit bureau.

As a matter of fact, the large communities almost without exception have such organizations.

Every manufacturing and wholesale house maintains a credit department with a highly salaried and competent man in charge.

There is to be noted a constantly growing interest in this matter. Several towns in the Northwest have local credit bureaus which have proven their worth to the subscribers several times over.

The benefits of such local organizations are many. Among the most prominent may be mentioned the fact that they enable merchants to extend credit with more discrimination and in a more intelligent manner; aid materially in the collection of accounts of long standing; help reduce the number of slow pay and dead beat customers; and, finally, foster a spirit of co-operation and community development among the merchants.

These few advantages, added to the many others which might be mentioned, would seem to show the necessity of a credit bureau in every town and city in the Northwest.

A little active work on the part of a few interested merchants in each town in sounding sentiment, then co-operating with a man who understands the ins and outs of such organiations, is not a difficult matter.

There is one particular plan which is simple, efficient, low in cost, and adaptable to all sized towns. The use of such a plan will prove of benefit to every community.

DO WE WANT A BANKRUPTCY ACT

From the Credit Men's Journal

Our Association has gone on record as opposing a Bankruptcy Act established along lines where the cost of operating will eat up most of the assets.

Our objections are:

That at the present time we have Assignments Acts in the Provinces, which have worked out fairly satisfactorily, practically the only two objections being that no provision is made for compelling a debtor to assign, and that the Acts in the various provinces are not uniform:

That there would have to be Bankruptcy Courts formed and officers and judges appointed in numerous districts to deal with insolvency matters:

That this would be very cumbersome and expensive in the working out of estates and realization of the assets;

That the fact of every important step having to be approved by the court would retard the winding up of estates. This is amply demonstrated in the Province of Quebec as compared with the prompt handling of estates in other Provinces;

That the fact of having to make these applications to the court would necessitate the employment of solicitors to attend such applications—more expense.

We have submitted to the Minister of Justice that if any change is to be made, we would suggest a National Assignment Act, incorporating the best features of the present Provincial Assignment Acts and having a clause covering applications for compulsory assignments when the debtor has been proved as having committed acts of insolvency and carrying with it the discharge of an honest debtor.

The Chief Justice has been good enough to promise that any proposed Act will be submitted to the Association for our consideration.

EENY MEENY MINY MO!

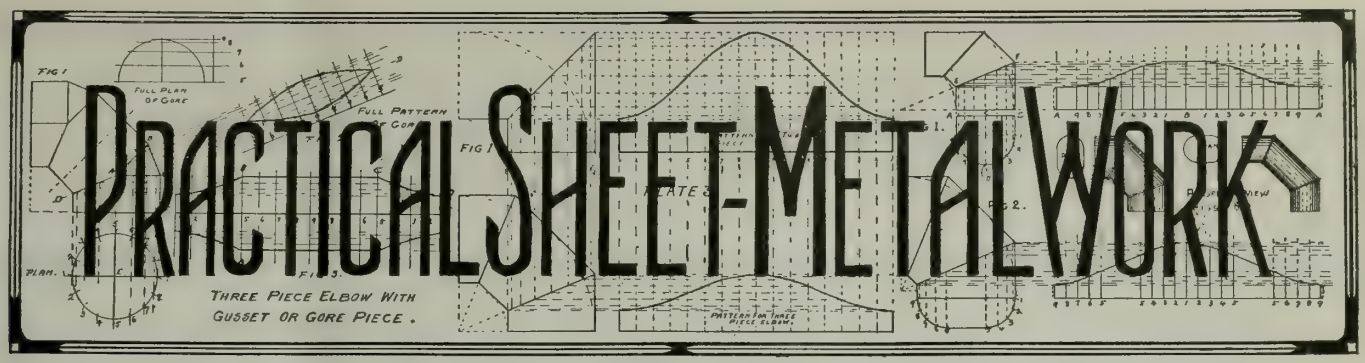
From Industrial Canada

Another month has passed, and still there has been no announcement from Ottawa that would indicate the slightest effort on the Government's part to harmonize the conflict between its pals for production on the one hand and recruiting on the other.

The Department of Agriculture keeps urging the farmers of Canada to produce, produce, and to keep on producing. The Ministe or Finance implores manufacturers to keep up their productions, partly because he wants to get a slice of their profits, but in a greater measure because he recognizes that only by production can we as a nation meet our financial obligations. The Chairman of the Imperial Munitions Board keeps clamoring for deliveries, and threatens delinquents with cancellation of their contracts unless they speed up. And all the while the Minister of Militia goes serenely on his way taking indispensable men from the farm, from the workshop and from the munitions factory, regardless of the havoc he creates with our national machinery for production.

If the Government's inaction were due to failure to appreciate the seriousness of the situation, then they would be branded as unfit for the responsibilities that have been entrusted to them. But we do not believe anything of the kind. They kno. they must know the straits to which manufacturers are already being reduced in coping with this problem of production. Unless they are devoid of imagination they must also realize that things will grow far worse before they begin to get better, because thus far the Minister of Militia has secured only half the men he set out to secure. They have also been shown evidence pointing to the probability of a drop this year of $300,000,000 in Canada's agricultural production, due to the inroads which recruiting officers have made on farm labor. They cannot contemplate that with very much satisfaction. But still they hesitate to apply the remedy which they know to be the proper one, and which sooner or later they have got to come to. Why?

If it's votes they're afraid of it would seem pertinent to remark that men who are so easily scared from following the path of plain duty are a mighty poor outfit to direct Canada's end of the campaign to hunt the Huns.



BY THOMAS STANFIELD

IN article seven the first problem in elbow pattern development was described. In a number of issues elbow pattern development will be dealt with. Elbows of all kind sizes and shapes.

It will be seen by referring back to the article mentioned that the pattern shown was that of a round two piece elbow.

The problem to be taken up in this article is that of describing two forms of two pieces to fit elliptical pipes.

First determine the true shape of the elliptical pipe. The plan in Fig. 1 is the assumed shape of the pipe. From this plan draw an elevation A B C D, and describe the mitre E F. Next divide the plan into equal parts as shown at 1, 2, 3, 4, 5, 6, 7, 8, 9. From these points erect perpendicular lines, each cutting mitre line E F.

Now draw a stretchout line see B B. Fig. 2, and transfer the measurements from the plan Fig. 1 beginning at B 9, 8, 7, 6, to 1, and repeat to the right until B. 9 is reached. From each of these measurements erect the required number of perpendicular lines to the height of the elbow desired.

This is Article 10 of a new series of practical problems for sheet metal workers, prepared by a practical man especially for the readers of Hardware and Metal. Hardware merchants conducting tinshops have told us that they and their men have found Hardware and Metal's sheet metal courses to be of inestimable value to them, and in many cases they have filed the problems, with the result that they now have several complete courses which employees consult when confronted with sheet metal working problems.

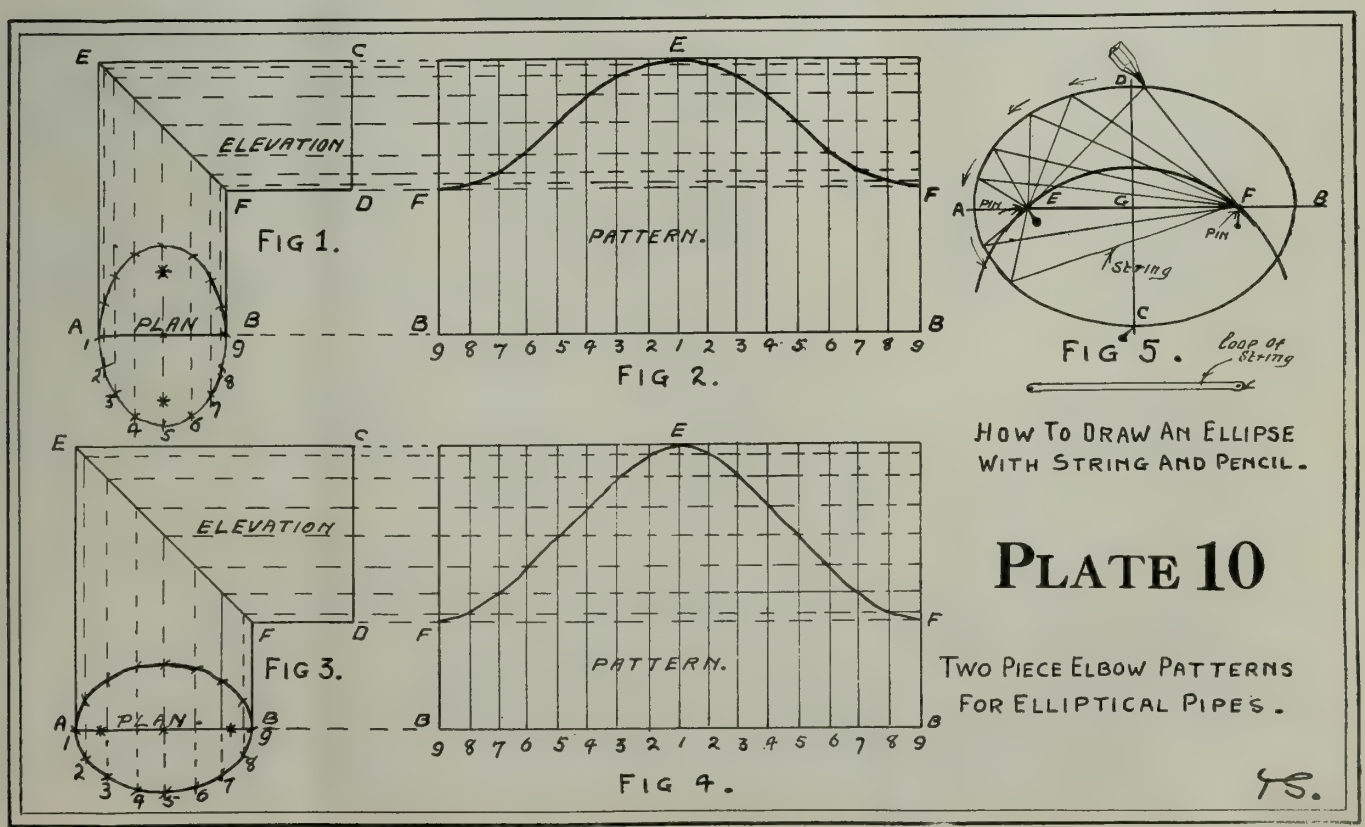
Now draw a number of dotted lines from points already cut on the mitre line in Fig. 1, until all the vertical lines in Fig. 2 have been intersected.

To complete the pattern, draw a thicker solid line from each point where the dotted horizontal lines have intersected the perpendicular solid lines allowance must be made for seams or locks.

Figs. 3 and 4 show another form of elliptical elbow, the pattern of which may be developed by repeating the instructions given for development of pattern Fig. 2.

Fig. 5 shows an enlarged view of an ellipse, which can be drawn by the use of two pins, a piece of string and a pencil. To draw an ellipse in this way first determine the length and width required and draw two lines at right angles as shown at A B C D G, with A or B as centre open compass to G and with C as centre, draw an arc cutting line A B, as at E F. Now place pins at E F and C and tie a loop round the three, remove the pin at C and insert a pencil, keping the string taut draw the ellipse.

(Continued in Next Issue



EVENTS IN THE TRADE

Business Changes

Rosthern, Sask.—L. J. Friesen, hardware, has sold out to H. F. Penner.

Quyon, Que.—G. T. Mohr has been succeeded by Quoyon Hardware Co.

Elgin, Man.—T. W. Draper has been succeeded by Ross & Smillie.

Birnie, Man.—A. Kilburn, hardware, has been succeeded by Victor Wilson.

Colgate, Sask.—Mundy & Fox, hardware and furniture, have dissolved, S. A. Fox continuing.

Shoal Lake, Man.—Est. of D. S. Manson stock has been sold to A. B. Fishman.

Fairlight, Sask.—Burton & Joslin, hardware, have dissolved partnership, W. J. Burton continuing.

Halbrite, Sask.—C. G. Rebstock & Son, hardware and implements, are removing to Verwood.

Obituary

Carnduff, Sask.—The death occurred here of E. J. Hunter, hardware merchant.

Richmond, Que.—The death occurred here recently of Kenneth McRae, senior partner of McRae Bros., grocers and hardware.

Toronto, Ont.—The death took place suddenly at his home here of Charles Sellers of the Peerless Furnace Company.

The late Mr. Sellers was born in Glasgow, Scotland, 83 years ago, and came to this country when about eighteen years of age. He was head of the Peerless Furnace Company, of which company he had been a member for 25 years. Previous to his association with that firm he had for 20 years been superintendent of the Gurney Foundry Company.

Ontario Incorporations

Universal Novelties Company, capitalized at $25,000, head office Toronto, to manufacture and deal in toys, novelties, etc.

Dominion Incorporations

Foundry & Machine Company, capitalized at $200,000, head office, Montreal, Que., to operate brass, iron and other metal foundries.

Barr Registers, capitalized at $300,000 to take over the assets of Barr Registers, and to manufacture and deal in account registers, etc.

Consumers Metal Co., capitalized at $40,000, head office Montreal, to manufacture, smelt, mine, and deal in all classes of base and combined metals, paints, colors, etc.

Colonial Glove Company, capitalized at $20,000, head office Montreal, to manufacture and deal in gloves, mitts, moccasins, etc.

Acme Steel Goods Co., of Canada, capitalized at $3,000, to manufacture and deal in steel goods.

Lt.-Col. Gartshore Honored

London, Ont.—Acting for his Royal Highness the Duke of Connaught, Grand Prior of the Order of the Hospital of St. John of Jerusalem in England, Sir John Hendre presented Lieut.-Col. William Moir Gartshore, vice-president and general manager McClary Mfg. Co., with the insignia of the Order in recognition of his long and prominent interest in Red Cross and hospital work since the outbreak of the war.

New Firms

Pembroke, Ont.—T. J. McManus will open a hardware store here on April 1, and would like to receive catalogues and price lists from wholesalers and manufacturers.

To Make Toys

Owen Sound, Ont.—G. C. Seebert, formerly sales manager, portable house and novelty departments of the Schultz Bros. Co., Brantford, has joined the staff of Galbraith & Co., Ltd., of Owen Sound. The company's plant is now being equipped to manufacture toys and other goods formerly imported from abroad.

Personal

C. P. Moore, hardware merchant, Sydney, C.B. has been elected president of the Board of Trade.

M. F. Whimster will represent the Merrick-Anderson Co., Winnipeg, at Calgary. Mr. Whimster has been at Vancouver for the past couple of years.

WINNIPEG PAINT CLUB RE-ORGANIZED

A meeting of the Paint and Oil men of Winnipeg was called recently with a view to re-organizing the Winnipeg Paint Club, which had its inception in 1912.

All the eadinfg Paint Manufacturers and Wholesale Jobbing Houses of the city were represented, and it being the opinion of everyone that many benefits should result to the members of the trade generally, by getting together for the discussion of their various troubles, it was decided to proceed with the election of officers for the ensuing year.

The following were elected to the executive positions of the Club:

President, W. Osborne, M. Marshall-Wells Co., Ltd.; vice-pres., D. McIvor, G. F. Stephens & Co., Ltd.; Director, W. J. Bland, Canada Paint Co., Ltd.; Director, P. Sutherland, J. H. Ashdown, Hardware Co., Ltd.; Secry-Treas., L. DcMerrall, Martin-Senour Co., Ltd., of Winnipeg.

It was decided to hold a meeting of the Club Members once a month, and the first of these meetings was held at the St. Regis Hotel.

The meeting was well attended, and many items of interest to the members were discussed, while lunch was served, and the gathering, both from a business and social point of view, augurs well for the future success of the Club.

ALERT FOR NEW LINES

The average retailer to-day is on the alert for new and profitable lines. He realizes that if he is to keep up with the trade procession he must sell profitable goods, and goods that the people want.

In order to cope with the ever threatening "rising costs of doing business" the retailer has to be on the look-out for new lines which bear a reasonable margin of profit and are quick sellers. And the man who says that the retail hardwaremen of Canada are falling behind in the march of progress must be sadly misinformed, or he has not made a close study of conditions in the retail hardware field.

Few of us escape falling into rutty ways during a year of routine. Many of us have yet to realize the depth of the ruts we have traveled in if, indeed, we have become conscious of their existence. A rut impedes freedom of action and is a barrier to the exercise of initiative. Most lack of success credited to bad luck can be ascribed to mental slothfulness or "rutting."

HARDWARE LETTER BOX

Gas Built Thermostat

Sommerville Hardware Co., Edmonton.—Please advise where we may secure a gas built thermostat for the Peerless incubator.

The Lee Manufacturing Co., Pembroke, Ont., makers of the Peerless incubator, can supply the thermostat asked for.—Editor.

School Seats

Huyck & Weston, Hafford, Sask.—Will you please give the address of the Globe Mfg. Co., makers of school seats, also names of other firms making this line?

The Globe Furniture Co. is located at Waterloo, Ont. School seats are also made by Canadian Office and School Furniture Co., Preston, Ont.; Stratford Mfg. Co., Stratford, Ont.; Hanbury Mfg. Co., Hanbury, Man.—Ed.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

230. **Wire goods.**—A Birmingham commission agent inquires for tinned mattress wire in coils 16 in., 23 gauge, 22½ gauge and 22 gauge. Galvanized soft link wire, 11, 12, 13 gauge. Also same in tinned. Hard spring wire tinned and galvanized in 11, 12, 13 gauge. Price per ton delivered Birmingham desired.

234. **Asbestos Cement Slates.** — An Irish firm wishes to get into touch with Canadian manufacturers of asbestos cement slates.

235. **One-Sided Coated Board.** — A London corespondent asks for names of Canadian manufacturers of one-sided coated board, 25-inch by 20-inch.

238. **Woodpulp and Paper; Iron and Steel Manufactures, etc.**—A merchant firm at Barcelona, Spain, wishes to get into touch with Canadian manufacturers of wood-pulp and paper; also iron and steel manufactures, hardware and cutlery, leather, chemical products, fine woods for furniture manufacture, etc.

239. **Dowels and Broom Handles.**—A firm of timber merchants and importers in Sunderland, Eng., wishes to purchase dowels and broom handles, 50-inch by 1⅛-inch.

243. **Linseed Cakes.**—A Hull importer wishes Canadian quotations on linseed cakes.

CREDIT MEN IN QUEBEC

Montreal, March 22.—(Special.)—The Canadian Credit Men's Trust Association, Limited, has at last concentrated its efforts in the Province of Quebec. A large and representative meeting of wholesalers was held in the Windsor Hotel, Montreal, recently, all trades being represented. The general manager, Henry Detchon, went fully into what the association had already accomplished in the way of legislation in other provinces throughout Canada. He dwelt upon the unsatisfactory conditions regarding the insolvency laws which prevail in the Province of Quebec, and advocated a Federal Bankruptcy Act, which would prove in the case of a known insolvent that an insolvent debtor should be forced to make an assignment. He stated that as a quid pro quo the wholesale trade was willing to grant a discharge to an honest debtor. He deprecated, however, the establishment of expenses of bankruptcy courts with all their consequent extravagance in the way of legal and other charges. He was not backward in stating that the practice in the City of Montreal of soliciting assignments was one of the worst features in the insolvency business.

The Credit Men's Association has been strong in every province except Quebec, and a great deal of good work has been accomplished. The effort now is to secure the co-operation of strong wholesale and manufacturing concerns in Quebec in a campaign to fight poor accounts and eliminate bad debts. The indications of the Montreal meeting were that the wholesalers would give their co-operation.

D. S. Benvie, of the firm of Jas. Robinson, occupied the chair. A vote of thanks to the speaker of the evening by W. L. Helliwell, the newly-appointed manager of the Gurney Massey Co.

It is believed that the association will have hearty support from the Canadian Bar Association, Quebec Bar Association, and the Legislature in the endeavor to improve conditions under which credit has been extended.

H. H. Cromwell, who has been representing the association in Montreal, has joined the Canadian Army Service Corps and expects to leave for the front at any time. It is understood that he will be replaced by a strong man, who will have the confidence of the entire trade of Montreal.

LAST MINUTE PRICE CHANGES

Just as Hardware and Metal is going on the press, a number of new price changes have been announced as follows: Black iron rivets are now quoted at 42½ per cent. off list; tire bolts, 55 per cent.; stove bolts, 65 per cent.; wrought iron washers, 30 per cent., in 100-lb. lots; smaller lots, 25 per cent.; corrugated steel fasteners, plain edge, 65-10 per cent.; saw edge and multiple point, 55-5 per cent.; wire carpet tacks, 75-5 per cent. The foregoing prices apply to Toronto, Montreal, London, Hamilton.

DO YOU QUOTE PRICES?

(Continued from page 26.)

the method used in the Mills ad. in describing the wringers. A particular wringer is described minutely. Its advantages are set forth in a comprehensive way.

These advertisements were of equal size—ten and a half inches across two columns. The advertisement of the Mills company has drawing power and would undoubtedly get the business. Beyond the fact of keeping the merchant's name prominently before the public and apprising the public he has quite a variety of washing machines and wringers there is very little definite pulling power in the Lapierre ad.

An Ad. That Gets to the People

The Mills ad. is an example of one which will get a hearing from the housewife. Sufficient is told about each machine to give the intending purchaser some idea of that particular machine. A little talk of a general nature at the beginning of the advertisement gets the reader interested. The ad. then progresses to the details about a certain style of machine and ends by quoting the price. When the story is told there is something for the would-be purchaser to lay hold of. This is good salesmanship. In the case of the Lapierre ad. there are a number of glittering generalities thrown together which in their ensemble do not make a telling appeal.

CATALOGUES AND BOOKLETS

B. T. Barn Book

Beatty Bros., Ltd., Fergus, Ont., have issued the "B. T. Barn Book," No. 26, consisting of 326 pages, featuring galvanized steel cow stalls, sanitary steel pens, horse stable fittings, water bowls, tanks, hog pens and troughs, barn door track, manure and feed carriers, hay carriers. The book is handsomely illustrated. It contains interesting and valuable information on barn construction, equipment, layout of stalls, ventilation, lighting, framing, etc. Copies of the book will be supplied on request.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

MODEL 66 BICYCLE

Great Western Manufacturing Co., Laporte, Ind., have placed on the market a new bicycle, Model 66, patented braced frame. The bicycle is equipped with Fauber crank hanger and roller chain, coaster brake and mudguards and stand, large person's Sterling saddle, No. 6 rubber motor pedals. The guards are steel, front and rear, double braced;

Model 66 Bicycle

enameled with centre stripe to match head. The handle bars are No. 10 adjustable expander forward extension, with No. 10 bulldog grips.

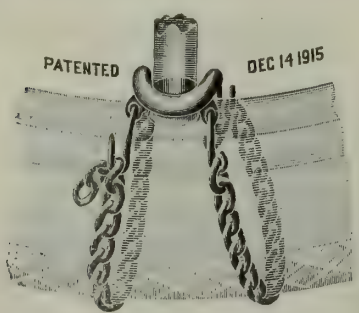
The frame is described as follows: 20-22 inches, 4 and 5-inch head, 1 inch, 19-gauge tube; flush connection, 7/8-inch tapered rear forks, 3/4-inch rear stays, push-back adjustment, bolt and nut seat post clamp.

A number of other important features are emphasized in a descriptive booklet recently issued by the company, and which will be mailed on request.

The manufacturer is represented in Canada by Humphrey Cycle and Motor Co., 51 Bulwer Street, Toronto.

GRUS CHAINS AND OILERS

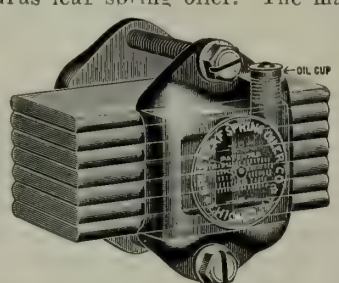
Grus Leaf Spring Oiler Co., Chicago, Ill., offers to the hardware trade the Grus emergency non-skid chains and the Grus leaf spring oiler.



Grus Emergency Non-skid Chains

The makers state that the non-skid chains are easily attached around the tire and spoke in a minute when you need them, and as easily taken off when not needed. The chains are made to fit any wheel or tire, and are packed in sets of four or six pairs in a bag, sufficient for both rear wheels. The makers, in referring to the chains, make the following claims:—"With the present style of chains, a rainy day or wet roads means keeping the chains on all day for the entire trip. Even though it clears or the roads dry, fear of threatened rain or a slippery, muddy stretch of road, causes the motorist to ride with the discomfort and extra wear of chains, rather than go to the trouble of taking them off, when it might be so difficult in a mud hole or inconvenient in a rain to go through the laborious process of putting them on again. Grus Emergency Non-Skid Chains obviate this unnecessary condition. It is no trouble to take them off. They can be put on in a mud hole as easily and quickly as on an asphalt pavement. They grip firmly with play that can be regulated to suit, and prevent slipping, sliding and skidding the same as any good chain."

Another product of the company is the Grus leaf spring oiler. The makers



Grus Leaf Spring Oiler

claim that the oiler is easily attached. It is placed exactly one-third to one-half the distance from the centre toward the end of the spring on all cars but Fords, on which it is placed near the end of the shortest leaf.

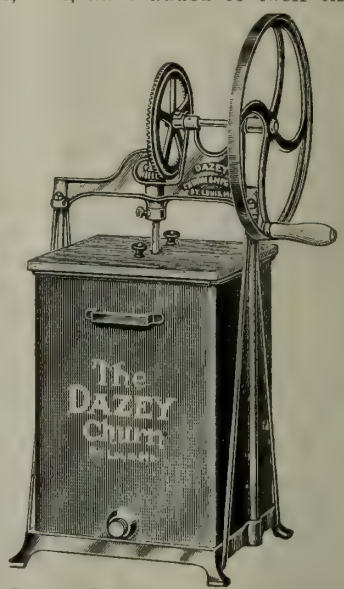
Bound to the side of the spring by the encircling rod, holding the felt cup and pad firmly against the spring so that it cannot leak. The reserve cup of the oiler keeps the felt cup and pad constantly filled with oil.

The vibration of the springs as the car moves over the road, allows the oil to seep in between the leaves of the spring, keeping them properly oiled at all times by constant feed.

The oilers are made in two styles, six sizes each, to fit the springs of any car. Descriptive matter with prices will be supplied on request.

TWO NEW DAZEY CHURNS

The Dazey Churn & Mfg. Co., of St. Louis, Mo., have added to their line of



New Dazey Churn, made in one and two gallon sizes.

churns two new sizes. They are of one and two-gallon capacities, and are designed especially to meet the requirements of the buttermaker, who has only a small amount of cream to churn; to appeal to those who sell cream, keeping only a small amount for making butter for their own use.

The "Principle" of the new sizes is the same as that of the larger sizes. The receptacle and dasher are free of the frame, which, the makers state, makes it most convenient in cleaning and handling.

Butter, is is claimed, can be made in three to eight minutes, and then washed right in the churn, doing away with the labor of working the butter.

The metal receptacle cannot absorb a particle of moisture, and will stay sweet and clean.

A factory at Manor Park in England will shortly be turning out string and twine manufactured from ingredients similar to paper. Already these articles have been produced in considerable bulk. This string and twine is reported as being strong, waterproof and cheap in comparison with the hemp articles.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The outstanding feature of the market this week is advance of $2.25 per 100 pounds in the price of white lead in oil, making the price $13.80 per 100 lbs. at Montreal in ton lots. The advance follows abnormal developments in the lead market. The present price is firm and orders are being accepted for immediate delivery only. The upward movement of iron and steel and the continued advances in the prices of many manufactured products still dominate the hardware markets. Some of the lines advanced in price this week are black and galvanized iron pipe, black sheets, tin plate, copper bars and sheets, brass sheets and tubes, reeled machinery steel, spring steel, lead wool, lead pipe, sheets, bends and traps, shot, hinges, green wire cloth, tacks, screw hooks, gate hooks, stove pipe hooks and eyes, cap screws, set screws, standard augers, ship augers, emery powder, clout nails. wood pulley blocks, English snatch blocks, lamp black, standard and fancy butts, lifting jacks, cotter pins, shelf brackets, steel hollowware. Higher prices may be expected on certain lines of manufactured steel and iron, bar iron, shovels, spades, etc. A number of stove manufacturers have announced a further advance of 5% in the price of stoves. Tin has advanced and lead is firm and abnormally high in price. A new and higher price has been issued on arsenate of lead. A new list of shoe findings has been issued. The market reports throughout are full of reliable and important information for the retail hardware merchant. Business has been quiet during the week on account of the recent cold weather. The linseed oil market is slightly weaker, turpentine is firmer, and ready-mixed paints are very firm, owing to the advance in white lead.

MONTREAL

MONTREAL, March 24.—The continuance of the upward movement of manufactured iron and steel, the spectacular performance of certain of the metals, the continued widespread readjustment of prices in every branch and affecting almost every item of the hardware trade— these factors continue to dominate the hardware situation. Their general description varies little from weeks which have passed but to their repetition emphasis might even be added. So far as business is concerned, conditions may not be quite so active as during February so far as new orders are concerned but with the approach of the first of April activity in relation to spring shipments is increasing and this will continue for the next month or so. Cold, unseasonable weather has proven a check to certain seasonable demands especially in the city and also threatens to shorten the maple syrup season. However, the tone of the situation is generally cheerful and there is a material improvement over a year ago.

In the iron and steel market pipe, tinplate, sheets and some other items record further advances and the end of the upward movement does not appear to be in sight. Great difficulty is being experienced in getting certain supplies from England and American mills are showing little or no improvement in their attitude towards new business. Bars, shapes, tinplate, hoops etc., are showing advances on Pittsburg quotations and these are likely to be reflected here. While the end is not in sight retailers will do well to use judgment in their buying for it must be remembered that it is the war demand that is really behind the advances and that in Canada especially war conditions and war prices may have considerable effect upon consumption.

In the metals tin is the feature, showing a considerable advance. The rise of a couple of cents came with a drop of four cents in New York, but, as has been explained before, this is due to the fact that Montreal is following London with regard to this particular metal. Lead holds its previous big increase and may go higher. Already white lead to the paint trade has gone to record prices and there are material advances on pipe and sheets.

Some of the lines advanced this week are: solder, black and galvanized wrought iron pipe, black sheets, tin plate, copper bars and sheets, brass sheets and tubes, machinery steel (reeled), spring steel, lead wool, lead sheets, lead traps and bends, shot, hinges, green wire cloth, tacks, shoe findings, screw hooks, gate hooks, stove pipe hooks and eyes, cap screws, set screws, standard augers, ship augers, emery powder, clout nails, English wood pulley blocks, English snatch blocks, English steel blocks, standard and fancy butts, lifting jacks, English cotter pins, shelf brackets, coal heaters, steel hollow ware. Higher prices may be expected for certain lines of manufactured steel and iron, bar iron, shovels and spades, etc.

Tin Scores Big Advance.—A material advance on tin is recorded this week, the local quotations being advanced 2 to 2½ cents and on the rise the market is very firm. What might be considered a remarkable feature in connection with this increase is that during the same period there has been a decline of 4 cents in New York. However, it will be remembered that it has previously been pointed out that tin is the one metal with regard to which Canadian markets now follow London as against New York. This is largely due to the factor that there is a conditional embargo against exportation of tin from London, which does not necessarily apply to Canada, and this is important to United States for the reason that her supply of the metal is largely imported. At present there is a shortage in the local market and the advance has been made on this account while at the same time New York has been relieved as regards spot supplies and the price has receded; the position a week ago was that New York was actually 5 cents higher than Montreal, whereas this market is now about 2 cents above the former. Montreal quotation: 52½-53—steady and firm.

Copper Continues Steady. — Copper continues in the steady position it has occupied for some weeks when it struck a high level after a remarkable upward movement and this would indicate that the war consumption justified the gains which were registered. Prices show small fluctuations and New York has only moved fractionally; large business for any delivery is said to be lacking. In the latter connection it is reported that consumers have larger stocks on hand that they have ever held before and at the same time they are due for to accept heavy deliveries. But while production and deliveries are breaking records it is doubtful if they are more than consumers actually require and the position of the market appears to be sound for the time being at least. Montreal quotation: 32c-32½c—steady.

Lead Very Strong.—The lead market is firm on the sensational advance record-

ed last week, an increase which in the meantime has made itself keenly felt in relation to the different manufactures and products of the metal. White lead, lead pipe and lead sheets are all higher. In view of the fact that New York has shown further advances since last report there are evidences that the upward movement in this market has not yet reached the top. The American Trust has raised its quotation 10 cents but this price is merely nominal in view of the fact that independents and second hands are getting ¾ to 1 cent above. There is a lack of offering and an acute scarcity of supplies which has led to such an unsettled state of affairs that the future is very vague and the Trust is declining to take bookings at flat prices—a state of affairs which does not seem likely to precede developments favorable to buyers. London has also been very strong recently. Montreal quotation 10¾c-11c—strong and unsettled.

Solder Takes a Jump.—With the remarkable advance in the tin market and rising cost of other raw materials entering into the manufacture of solder, the market appears to have lost its balance entirely. Advances are heard all the way from 1c to 21c and 8c to 9c per pound. The top quotation heard by Hardware and Metal was 36c for Commercial half-and-half and 38c for Strictly half-and-half. However, more conservative figures upon which recent quotations have been based would indicate the market as follows: Commercial half-and-half 30½c-31c and Strictly half-and-half 32½c-33c.

American Influences. — In iron and steel, Canada has been following the American lead to a large extent, owing to the fact that much of our supply came from that market. It may be worthy of note then to point out that prices are advancing at Pittsburgh for bars, shapes and plates, with hoops up $5.00 the ton and tin plate 50c a box higher, while the conditions prevailing are described as unprecedented. Reports from Pittsburg also indicate that bar iron is due for further advances in the immediate future.

Pipe Going Up Again.—Although the last advance on pipe has just nicely been put into effect there are still higher prices now being quoted and these will be in general effect by next week. It will be recalled that some time ago Hardware and Metal drew attention to the fact that tubular goods were scoring rapid increases in the United States. Revised prices for buttweld pipe are shown in a panel elsewhere.

Black Sheets Higher.—Certain gauges of black sheets have recently been raised to still higher prices. The increase is of course due to difficulty in securing these sizes from the mills. New quotations are:
10 gauge, $4.35; 12 gauge 4.45; 14 gauge, $4.20; 16 gauge, 4.25.

Tinplate is Scarce. — Reports in the trade are to the effect that the situation as regards tinplate, tinned iron and sheets is growing so acute, as the result of short supplies, that adjustments to higher prices appear to be the logical conclusion. There is a difficulty in getting supplies from Great Britain and the United States mills show little or no interest in orders.

Cokes Bright Higher.—An advance on Cokes bright of 25 cents has been made. Quotations now are: Bessemer steel, 10 x 14 x 20 base, $6.50; 20 x 28, double box $13.00.

Copper Sheets Go Up.—Several times in the past few weeks it has been pointed out in these columns that the logical effect of the spectacular upward movement of copper—if the advance was held—would be to cause higher prices for sheet copper. The metal having well maintained its position the adjustments for sheets have been made as follows:

	Old	New
Bars, ½ to 2 in.	$41 00	$47 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	44 00	46 00
Copper sheet, tinned, 14x60, 14 oz.	46 00	55 00
Copper sheet, planished, 14x60 base	54 50	58 00
Braziers' in sheets, 6x4 base	43 00	47 50

Brass Sheets Also.—Under practically the same influences as caused the advance in copper sheets, brass sheets have also been sharply advanced as indicated by the following quotations:

	old	new
Springs, sheets, 8 in. wide, up to 20 gauge	0 48½	0 60
Rods, base ½ to 1 in. round	0 43	0 55
Tubing, seamless base	0 46½	0 55
Tubing, iron pipe size, 1in. base	041	0 50

Copper tubing, same as brass.

ARSENATE OF LEAD.

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb. irons	....	12 50
100-lb. irons	24 00	11 75
200-lb. irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

Machinery and Spring Steel. — Advances are recorded this week for reeled machinery and spring steel following the different increases covered in last report. Both are now quoted at $4.00 as compared with $3.50.

Lead Sheets Again Higher. — In last report an advance of 1 cent on sheet lead was recorded. Under the influence of the rapid rise in the cost of the raw material this has been followed by a further increase of ½ a cent. Quotations are now as follows:
Lead Wool, 13c lb.; Sheets, 3 lbs. sq. ft., $12.50; Sheets, 3½ lbs. sq. ft., $11.80; Sheets, 4 to 6 lbs., sq. ft., $12.25; Cut sheets, ½c per lb. extra. Cut sheets to size, 1c per lb. extra.

Lead Pipe.—Lead pipe is very firm at the new high quotations of $13.50 for lead pipe and $14.50 for lead waste pipe. At the same time there has also been an increase in traps and bends, the discount being reduced from 25 per cent. to 15 per cent.

Situation in Horse Shoes.—One of the remarkable features of the present situation in manufactured iron and steel is that, although the raw material has gone up by leaps and bounds, there are some standard lines which have not been affected. Horseshoes, for example, despite the higher cost of iron and steel, remain at the same quotation as when the war broke. An advance of a material character at any time would not be a surprise to the trade under these conditions.

In Hardware Lines. — The readjustments to higher levels continues throughout many hardware lines, those advanced this week being largely of a character to be directly affected by the upward movement of the iron and steel markets and certain of the other metals. Advances of this kind seem likely to continue until such time as a comparatively normal state of affairs has been re-established.

Shot Again Up.—For the third time in as many weeks the price of shot has been affected by the action of the lead market. The price two weeks ago was $12.00; last week it advanced to $13.13 and now it is raised to $14.25. The future of shot is just as uncertain as is that of the lead market.

Hinges are Higher.—The several advances which have been recorded for hinges have been followed by another adjustment largely affecting heavy tee. The discount on light tee and strap has been changed from 57½ to 50 and 5 and the net prices for heavy tee are now as follows:
4 in., doz. prs. $1.16; 5 in., doz. prs. $1.45; 6 in., doz. prs. $1.63; 8 in., doz. prs $1.85; 10 in., doz. prs. $3.33; 12 in., doz. prs. $5.25; 14 in., doz prs. $5.36.

Poultry Netting.—In connection with the discount on poultry netting, one local wholesale house announces that in addition to an allowance of 30 per cent. on the 1 and 2 inch mesh, a basis of 25 per cent. discount has been struck for the other sizes.

Green Wire Cloth.—In addition to a quotation of $1.87½ for black painted screen, in 100 ft. rolls, a price of $1.92½ for green wire cloth has been heard. This appears to be due to the fact that there has been some difficulty in getting deliveries of the green.

New Tack Discount.—There has been another advance on the standard tack last. The new discount is 75 and 10 per cent. as against 75 and 25 per cent. All items on the list are equally affected.

Double Pointed Tacks.—There has recently been a change made on double pointed carpet tacks, this being the first time they have been affected; they are not on the regular discount list. The new discount is 80 and 10 per cent.

Shoe Finding List. — The second list on shoe findings to have been issued in the last few weeks—the former one be-

ing on February 1st—has reached the trade. It provides for general advanccs and is reproduced in detail in a panel in connection with this report.

Shovels and Spades to Go Up.—A prediction made a few weeks ago that a stiff advance on shovels, spades and scoops was to be expected in the near future is being emphasised in the trade this week, and the indications are that the rising cost of raw materials will force this increase at an early date.

Hooks, Eyes, Etc. — What are generally classed as "wire goods" in connection with such hardware lines as hooks and eyes, gate hooks, etc., have recently been advanced in price as the result of the higher cost of raw material as indicated by the wire market. The increase is about 10 per cent. Screw hooks and gate hooks and eyes are now quoted 40 and 10 per cent. off and stove pipe eyes and screw hooks and cornice hooks 40 per cent. off.

Cap and Set Screws. — A further change in the discount allowances for cap and set screws is indicated in the quotations of a local wholesale house. Cap screws are now 55 and 10 per cent. off as against 60 and 5 per cent. and set screws 60 and 10 per cent. off as against 65 and 10 per cent.

New Auger List.—As previously reported there are new list prices on various augers, the discounts remaining as before. Prices are higher owing to the increased cost of steel. The sizes affected are 3-16 to 8-16, the latter remaining as before at $5.00. The 3-16 and the 7-16 were formerly $4.50 and the 4-5 and 6-16, $4.00. All sizes up to and including 8-16, are now $5.00. Discounts unchanged.

Ship Auger List.—There has also been a general readjustment of the ship auger list. Not only does this cover advanced for both the "with screw" and the "without screw", but the latter are now 20 per cent. higher then the former. Quotations for best known sizes are now as follows, figures being for "with screw" ("without screw" being 20 per cent. above), 6-16 to 10-16, $11.00; 11-16 and 12-16, $12.00; 13-16 and 14-16, $13.00; 15-16 and 16-16 $14.50; 17-16 and 18-16, $16.00. Larger sizes in proportion. Discounts unchanged.

Auger Sets.—The standard auger sets of 13 pieces with discounts applied has been increased on the list from $7.00 to $7.50. Other auger lists have been advanced, the increase being generally about 5 per cent.

Emery Powder Higher.—Following on the advance on emery paper referred to in last report there has been an increase for certain grades of emery powder. Emery flour remains unchanged at 4 cents but the balance of the list, from 10 to 140, shows advances of 6 to 8 cents.

Clout Nails Higher. — The first advance on counter sunk clout nails noted in the hardware trade for years has gone into effect as the result of the general upward movement of such lines. The increase is 25 to 30 per cent.

Pulley Blocks.—The discount on English wood pulley blocks has been changed from 70 per cent. off to 65 per cent. off as the result of the increased cost of importing such goods. The snatch blocks have also been increased, and the discount is now 60 per cent. off as against 65 per cent. off. English steel blocks are quoted 60 per cent. off as against 67½ per cent. off.

Butts Go Higher. — Of the standard butts No. 800 been advanced, the discount now being 40 and 10 per cent. off as compared with 50 and 5 per cent. off.

NEW PRICES ON WROUGHT IRON PIPE.

In effect March 20.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 25
¼ and ⅜ in.	2 88	4 95
½ in.	3 66	5 65
¾ in.	4 37	7 07
1 in.	6 46	10 45
1¼ in.	8 74	14 15
1½ in.	10 45	16 91
2 in.	14 06	22 76
2½ in.	22 23	35 98
3 in.	29 07	47 05
3½ in.	34 96	56 58
4 in.	41 42	67 04
Lapweld		
2 in.	15 54	24 24
2½ in.	22 82	36 56
3 in.	29 84	47 81
3½ in.	35 88	57 50
4 in.	42 51	68 13
4½ in.	52 07	83 19
5 in.	60 68	96 94
6 in.	78 72	125 80
7 in.	109 50	167 80
8 in.x25 lbs. per ft.	115 00	176 30
8 in.x28 lbs. per ft.	132 50	203 00
9 in.	158 70	243 20
10 in.x32 lbs.per ft	147 20	225 60
10 in.x40 lbs.per ft	189 50	290 50

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 ft. Black	Galv.
⅛ in.	$ 3 00	$ 4 48
¼ in. and ⅜ in.	2 82	4 89
½ in.	3 57	5 57
¾ in.	4 26	6 96
1 in.	6 29	10 29
1¼ in.	8 51	13 92
1½ in.	10 18	16 64
2 in.	13 69	22 29
2½ in.	21 65	35 39
3 in.	28 31	46 28
3½ in.	34 04	55 66
4 in.	40 33	65 95
Lapweld		
2 in.	15 17	23 87
2½ in.	22 23	35 98
3 in.	29 07	47 05
3½ in.	34 96	56 58
4 in.	41 42	67 04
4½ in.	50 80	81 92
5 in.	59 20	95 46
6 in.	76 80	123 80
7 in.	107 10	165 40
8 in.x25 lbs. per ft	112 50	173 80
8 in.x28 lbs. per ft	129 60	200 20
9 in.	155 30	239 80
10 in.x32 lbs. per ft	144 00	222 40
10 in.x40 lbs.per ft	185 40	243 30

Montreal and Eastern List.

Other numbers 804, 840, 802, 808, 814, etc., are unchanged. There has also been a further advance on fancy butts, the increase being about 10 per cent. all round.

Lifting Jacks. — Screw lifting jacks have been advanced by the wholesalers on advice from manufacturers. New $3.15; 2 inch, $4.15; and 2½ inch $6.65.

English Cottor Pins. — English cotter pins which have not changed their price to the trade for years have been affected by the general upward movement of such goods. The new discount is 90 per cent. as compared with 90 and 30 per cent. formerly.

Shelf Brackets, etc. — The standard shelf bracket No. 792 has been advanced about 10 per cent. There have also been new and higher prices issued for hammock hooks. Some dealers are advancing their single barrel shot guns about 5 per cent.

Coal Heaters Up 5 per cent.—An important change in prices in the stove situation has taken place this week, all coal heaters being advanced 5 per cent. This is another of the direct effects of the rising cost of iron.

Steel Hollow Ware. — Manufacturers of steel hollow ware, such as frying pans, etc., announce an increase of about 5 per cent. Higher cost of raw materials is the reason.

Butterfield Goods.—In connection with the new list of Butterfield goods wholesalers report that thus for they have not found that there is any very general change. There have been a lot of adjustments made but there appear to be few actual advances and these only about 5 per cent .

TORONTO

TORONTO, Ont., March 23.—The volume of business moving in the hardware trade continues satisfactory, and the outlook in many respects is favorable. As the spring approaches the activity is becoming more noticeable, with a better demand for seasonable lines. Many of the principal industries in Canada are experiencing a period of unusual prosperity owing to the large volume of business coming forward. Many factories are working at capacity, and in many cases are unable to handle all the business offering. A shortage of labor is beginning to be felt, which will no doubt become more serious in the course of a few months, particularly with regards to skilled help. This activity is due largely to war orders, but the domestic demand is steadily improving as the country becomes more prosperous and the financial situation easier.

Prices Still Soaring.—The upward trend of prices continues, and there are no indications that the top of the market has been reached. Deliveries from manufacturers are no better. Raw materials are still advancing, and the difficulty of obtaining supplies is increasing. Manufacturers are thus faced with a serious situation, with no prospect of any relief for some time to come. The market will no doubt be disturbed during the coming months with rumors of peace, but the possibility of such a desirable condition seems to be some distance away. The rumors may have a tendency to curtail buying, leading consumers to think that prices will drop immediately. The possibility of an early peace does not appear at all probable, and in any case the chances are that the decline in prices will be gradual to permit of the market becoming adjusted. The policy for retailers seems to be that fair and well-selected stocks should be carried, notwithstanding the high prices at present prevailing. This would put the retailers in a position

to meet the demand which is fully expected to be good this year, particularly in the country districts.

More Price Changes. — The price changes this week are important. The tendency is upward for all lines of hardware, and the market is very firm. Stove manufacturers have advanced their prices 5 per cent., as predicted by Hardware and Metal some time ago. Wrought iron pipe, both black and galvanized, has advanced again. Lead pipe has also advanced on account of the unusual high price of pig lead. Several lines of bright wire goods are higher, and include screw eyes, square screw hooks, gate hooks and eyes. New and higher prices have been issued for clothes line wire. Galvanized and black sheets have advanced.

Steel Market Strong.—The market is very strong and the upward movement in prices continues. The steel mills are working at overtaxed capacity, both domestic and export demand being exceedingly good. All indications point to the present activity lasting throughout the year, as the mills are in a sold out condition. The scarcity of steel and shortage of tonnage is causing considerable anxiety to the steel companies, as there is every prospect of the scarcity of steel becoming more acute, while there is little hope of more ships being available to relieve the export situation. Prices of all steel products are very firm, and some advances have been made this week. Boiler plates, ¼ to ½-inch, have advanced 10c. and are now quoted at $3.50; heads, $3.75, and tank plates, 3-16-in., $3.80 per 100 pounds. The situation in plates as regard to supply is getting steadily tighter, and it looks as if some consumers will come far short of getting enough to meet their needs. Quotations on cold rolled shafting are unchanged, but higher prices may be expected in the near future. The new demand is heavy, and some makers report being sold up for six months or longer. Wrought iron pipe has advanced two points for black and three points for galvanized. Boiler tubes have advanced approximately 10 per cent. Other products which may advance shortly include wire nails, boiler and structural rivets, machine screws. Iron and steel bars are firm and unchanged at $2.75 base per 100 pounds.

Metals.—The feature of the metal market this week is the continued upward movement of lead, due to the scarcity of supplies. The tin market is quieter, but firm, with quotations nominal. There is no change in the copper situation and the market is dull. There is no indication of any falling off in the demand for copper, and the position of this metal is a good one. Spelter has recovered and the market is strong again, heavy buying had the effect of advancing prices in New York. Little interest has been shown in antimony lately, and the situation is unchanged. The aluminum market is easier, but the prices are unchanged. There has been no change in the price of solder this week.

Copper.—The market is dull and prices unchanged. Consumers are well covered for early needs, and what demand there is is for the far-off positions. Indications point to a steady market for some time to come, as it seems hardly probable that quotations will go much higher, or that there will be any marked decline. Quotations are nominal at 30½c per pound.

Tin.—The scarcity of spot tin in New York and the great difficulty in obtaining licenses to ship from London have been the controlling factors in the market for several days. The supplies of tin are increasing, but the consumption seems to be able to take care of all of it. Quotations are unchanged and nominal at 56c per pound.

Lead Very Strong.—The situation in the lead market appears to be getting more acute. The large export demand is still the disturbing feature in New York, and producers seem to be unable to figure on even a small fraction of the inquiries which are in the market. The scarcity of supplies is not temporary, but extends for several months. The "Trust" have advanced their price at 7c New York, but outside prices range from 7.50c to 8.12c, all prices being entirely nominal. Lead has advanced 1½c locally, and is nominal at 10½c per pound, the highest price touched since the war began.

Spelter.—The market is strong in New York, and the buying movement appears to be in progress. In London the upward movement has been well sustained in good demand. Spelter has advanced 1c locally, and is quoted at 22c per pound.

Antimony.—The market is quiet and lacking in interest. The situation is unchanged, and quotations are nominal at 48c per pound.

Aluminum.—The market is a shade easier and demand dull. Quotations are unchanged at 68c per pound.

Solder.—Prices are firm and unchanged. Guaranteed is now quoted at 31½c and strictly at 29¼ per pound.

Boiler Tubes Advance.—Makers of boiler tubes, both lapwelded and seamless, have advanced their prices 10 per cent., and a further advance is looked for very shortly. Quotations are practically nominal, and deliveries are running into four and five months. The primary market is very strong and advancing.

Boiler Plates Advance.—Boiler plates continue to advance, and the market is very strong. The situation is getting steadily tighter, and all indications point to consumers having to do without a part of their requirements. Prices have been advancing in the primary market for some time, with the result that local prices have been affected. The new quotations are as follows:—Boiler plates, ¼ to ½-in., $3.50; heads, $3.75; and tank plates, 3-16-in., $3.80 per 100 pounds.

Bright Wire Goods Up.—Manufacturers of some lines of bright wire goods have advanced their prices, the new discounts being as follows:—Screw eyes, 40 per cent.; square screw hooks, 40 per cent.; screw hooks, "M," 40 and 10 per cent.; gate hooks and eyes, 40 and 10 per cent.

Black Sheets Up.—The black sheet situation is very strong, and prices in the primary market have been advancing steadily for some time. There is an unusually heavy demand in the States for black and blue annealed sheets, and the mills are getting further behind on deliveries. Local prices on black sheets range from 5c to 40c higher than the previous quotations, according to gauge. No. 10 gauge is now quoted at $4 and No. 28 gauge at $3.80 per 100 pounds.

Galvanized Sheets Advance.—New prices have been issued on galvanized sheets, being about 25c per 100 lbs. higher than the previous quotations. The market is very strong, and this advance was expected. In view of the very strong advance in black sheets and the continued high price of spelter, as well as the scarcity and enormous price of acids, there is nothing in sight to relieve the situation for at least the second quarter of this year. "Premier," 10¾ oz., are quoted at $6.95, and "Apollo," 10¾ oz., at $6.75 per 100 pounds.

Wrought Iron Pipe Higher.—Makers of wrought iron pipe have again advanced prices, being the second time this month. The new prices, which are given in a panel, represent an advance of 2 points on black and 3 points on galvanized pipe. Prices of raw materials have been steadily rising for some time, and the latest advance in pipe was anticipated in these columns last week.

Lead Pipe Advances Again.—The third successive advance in lead pipe has to be announced this week. This unusual movement in price is due to the extraordinary situation in the pig lead market, which has reached a record level, and is consequently affecting all lead products. The advance in lead pipe is due entirely to the high cost of pig lead, as the demand for pipe is very light. Lead pipe is now quoted at 13½c, and waste pipe at 14½c per pound. The discount on traps and bends has been lowered from 20 per cent. to 15 per cent.

Clothes Line Wire Up—Prices of clothes line wire have been advanced 25c per 1,000 feet, and are as follows:—No. 17, 7-strand, $5.55; No. 18, 6-strand, $4; No. 19, 6-strand, $3.50 in 50 and 100-feet coils; No. 18, 6-strand, $4.20, in 1,000-feet coils, including reels. All the above prices are per 1,000 feet, f.o.b. Hamilton, Toronto, London and Montreal.

Poultry Netting.—The poultry netting situation has become acute, and fears are expressed that the supply will run far short of the demand this season. On account of the great difficulty that is being experienced in obtaining raw materials, wire and spelter, etc., Canadian makers of galvanized netting have been obliged to suspend operations. They have practically no stocks of netting on hand, and there is no relief in sight. The discount on 1-in. and 2-in. mesh is now 30 per cent., but jobbers generally are not offering any netting for sale.

Soldering Coppers Higher.—Prices of soldering coppers, 3 lbs. and up, have been advanced to 55c per lb., with a proportionate increase for smaller sizes.

Lead Sheets Again Advance.—Prices of lead sheets continue to climb, follow-

ing the increase in cost of pig lead. Lead sheets, 3 lbs. sq. ft,, are now quoted at 13c; 3½ lbs. sq. ft., 12½c, and 4 to 6 lbs. sq. ft., 12¼c per pound. Lead wool is quoted at 13c per pound.

Shovels.—English makers of sand shovels have withdrawn their prices. On account of the shortage of tonnage, great difficulty is being experienced in getting these goods over, and a scarcity of this line is expected in the near future.

Axes Are Higher.—Makers of practically all lines of axes have advanced prices approximately 50c per dozen.

Ready Roofing.—The market is very firm at the advance made last week, and there is no doubt that further higher prices will be announced in the near future. The situation in the market is becoming more acute owing to the serious shortage of rags, affecting not only Canada, but the United States.

Builders' Hardware.—Canadian makers of builders' hardware have made a further advance in all lines, particularly door sets. The jobbers will accordingly raise their prices.

Binder Twine—The new prices for binder twine have not yet been issued, but are expected any time now. As stated in last week's report, there may be some delay in giving out the new prices owing to the situation in the raw material markets. Considerably higher prices than were in effect last year may be expected.

Rope Strong.—Prices of practically all kinds of twine are steadily advancing, which indicates that higher prices for ropes may be expected in the near future. The cordage market is very strong, and business is improving. There is no improvement in the situation, raw materials being high-priced and stocks low.

Stoves Advance.—Many makers of stoves have advanced their prices 5 per cent. Better business is reported, ranges and oil stoves being in very fair demand.

Wire Nails—The market is strong and price very firm. Prices of wire rods have an upward tendency and deliveries are still very backward. Higher prices for wire nails are looked for. Wire nails are quoted at $3.40 base per keg and cut nails at $3.20 base per keg.

LONDON

LONDON, March 21.—Business has been somewhat quiet during the past week on account of the very cold weather. With warmer weather in sight, business has already showed signs of improving. The merchants now have their stocks complete and are waiting for better weather conditions to start the goods moving from their shelves

Big Advance in White Lead. — There has been a big advance in the price of white lead in oil, quotations being $2.25 in advance per hundred pounds. The new price for pure white lead in oil in ton lots is $13.95 and in less than ton lots, $14.25.

Linseed Oil Firm.—The market in linseed oil remains firm, no change being noted from last week. Raw linseed oil is being sold in 1 and 2 bbl. lots at $1.02 per gal., in 3 to 5 bbl. at $1.01 per gal., and 6 to 9 bbl. lots, at 99c. Boiled oil is selling in 1 and 2 bbls. at $1.05, 3 to 5 bbl. lots at $1.04, and in 6 to 9 bbls. $1.02 per gal.

Advance in Turpentine. — Turpentine has advanced one cent per gallon since the quotations of last week and is now selling in one-barrel lots at 79c per Imperial gallon, in 2 to 4 bbl. lots at 78c, and in 5 gal. lots at 86c.

Dry Lamp Black Up 25 per cent.—This commodity has taken an advance of 25 per cent. and is now quoted in 1-lb. packages at 14c lb.; in ½-lb. packages at 17½c, in ¼-lb. packages at 24c, and assorted at 17½ cents.

Wrought Pipe Up.— An advance of from two to three points is being quoted by the dealers. The new price list will be found elsewhere.

Shot Advances. — A further advance in the price of shot is recorded this week. The new discount is 5 per cent. off list.

FRED S. BAILEY

who will represent McFarlane Ladder Works, Toronto, in Western Ontario

Cut Nails Up 10c.—A further increase in the price of cut nails of 10c per keg has gone into effect. They are now being quoted at $3.20 base. There is no change in the price of wire nails, the price being $3.40 base.

New Price on Tacks.—Tacks are now being quoted at 75 and 10 per cent. off list.

Arsenate of Lead. — New prices on arsenate of lead in paste form are being quoted by dealers this week. In 1-lb. packages the price is $24.50 per 100 lbs., in 2-lbs., $21.50; 5-lbs., $17.50; 25 lbs., $16.50; 50 lbs., $16.00; 100 lbs., $15.25.

New Price on Head Roof Nails.—An advance in the price of American large head roof nails is recorded. In 100-lb. kegs the price quoted is $6.40 and in 25-lb. boxes $6.65.

Hooks and Eyes Advance. — Bright screw eyes have also gone up in price, the new quotation being 40 per cent. off list. Bright screw hooks are quoted at 40 and 10 per cent. off list. Gate hooks and eyes are selling at 40 and 10 per cent. off list, stove pipe eyes at 40 per cent. and cornice hooks at 40 per cent.

Glass Prices Advance.—As predicted in recent quotations, glass has advanced 10 per cent and is now selling in single thickness at 3c per cent. off list and in double thickness 30 per cent. off list.

Cut lights are being sold net list.

New Prices on Castings. — Malleable fittings have shown an upward tendency in price, now being quoted at 25 per cent. off list. Unions are quoted at 60 per cent. off list, bushings are also quoted at 60 per cent. off list and plugs at 60 per cent. off list.

WINNIPEG

WINNIPEG, March 22. — The mild weather of the past few days has made the business people feel that spring is at last on its way here, and orders are being handled with every despatch. All jobbers report that there are a lot of car orders ahead of them for shipment this month, and they all seem to be striving to make a splendid record.

Some Price Changes.—There are few price changes to note this week after the exceptional activity noted on last week's sheets, and it is more than likely to be somewhat of a relief to the retail merchants throughout the country. It is more than likely, however, that the activity shown during the past few weeks will be continued to some extent at least, for a considerable period yet. The lack of raw material for so many products is bound to have far greater effects on the prices than have been shown to date, and it is more than likely that every week will show the effects of this consideration, besides additional reports being made as to the shortage of the manufactured article.

Bar Iron Higher.—The most important price to note this week is that affecting bar iron, which is now quoted at $3.35 base, Winnipeg.

Mild steel has also advanced in sympathy with iron, and the Winnipeg base price is now $3.75.

Brass Goods Climbing. — Jobbers advise that prices on brass goods are steadily climbing, this being shown particularly in their purchases of threshers' supplies. Increased prices have gone into effect on oil cups, grease cups, steam gauges, wrought iron pipe, pipe fittings, oils and greases, and it can easily be seen that by next fall the thresherman will have to pay what might be almost termed "fancy prices" for his various repairs.

Brass butts, plated steel butts and nearly all lines of padlocks are other lines which are showing revised prices.

Cotton waste is now quoted at 13½c per lb.

Brass snare wire in one ounce rings is another line greatly affected, as the price of 70c to-day will show.

WEEKLY PAINT DEPARTMENT

Preparing of Primers and Old Surfaces

Idea in Priming is to Fill, Seal Up and Satisfy Absorbent Surfaces—Paint Should be Used as Recommended by the Manufacturer—Old Painted Surfaces Should be Wire-Brushed or Burnt Off With Blow-Torch

Written for Hardware and Metal by F. J. Penberthy, Manager Lowe Bros., Ltd., Toronto.

WE have given an idea regarding the condition of the surface for new wood, but the repainting of old surfaces, on which many coats of paint have been applied, and a great many improperly applied, is the one problem that the paint manufacturer finds more troublesome than any other.

Invariably when paint fails on account of being applied on an improper surface, the dealer and the consumer show absolutely no reason in their arguments. It is always a case of "Brown's barn," which never happened to burn before. The last coat is blamed for everything when in fact the real trouble may have been with the first coat that might have been applied ten years before.

A short time ago a complaint was made on goods of a very reputable manufacturer. He sent his traveler to investigate the complaint and the traveler's report was not altogether satisfactory, so one of the officers of the company visited the job, brought back samples of paint and a full report of conditions. The statement made by the houseowner was that the house had been painted one year before; that there was a new addition, and the new addition had been primed with white lead in oil, and had received two coats of this manufacturer's paint. The investigator questioned closely and found that the entire body of the house was in fine condition but this new addition that had been "put up only one year," and then "was primed with white lead and oil and finished with two coats of his paint" had failed dismally. The samples of paint brought in to the manufacturer did not coincide with the statements made by the consumer. They were sent to the laboratory and photographed and instead of finding the three coats of paint which the houseowner claimed there were thirteen coats found. Upon further investigation the manufacturer found that the new addition which had been put up one year had been made out of old lumber and it was the scales and failures of past paintings that gave the manufacturer so much trouble and which cost him nearly $200 in investigations.

Dealers should co-operate with the manufacturer in investigating complaints, because it seems that the paint business is something like the railroad business—everybody is willing to condemn it and try to get something for nothing.

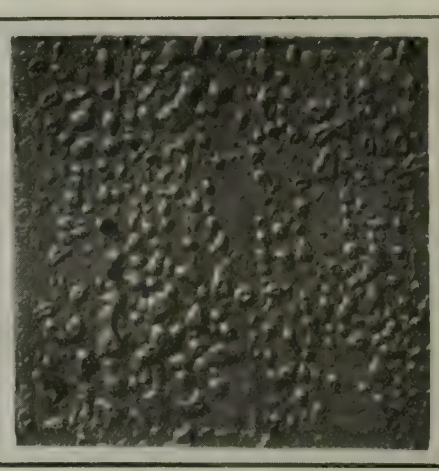
The idea in priming a board is to fill, seal up and satisfy the absorbent portions of it with paint and also to avoid leaving a surplus of paint upon the young growth or non-absorbent portion. An even layer or foundation for subsequent coats can only be secured by rubbing out the primer coat well, both on to and into the wood.

Manufacturers of high grade paint aim to produce a paint that will cover general conditions. The paints are tested and proved before being put into the cans and sold to the dealer. If the manufacturer's intentions are honest and the merchant feels that he is dealing with a responsible, reputable manufacturer of good paint, the manufacturer's responsibility should end when the can is sealed ready for the market.

Use Paint Without Fixing Up

There can be and are added innocently a great many things that can be harmful to paints, and my advice to the dealer, painter or consumer is, when in doubt, use the paint as it comes from

Comparison of two paints, one containing a small amount of drier and the same paint containing a large amount of the same drier. The test was made in three-coat work and exposed two years on the roof. The one containing the large amount of drier has perished and scaled and has ceased to be a preservative coating.



Blistering of paint as shown above is caused by moisture back of the paint film, the result having been secured through the influence of artificial heat. The paint is often blamed for blistering when it is seldom at fault in this respect. It is always the result of vapor or gas generated under the influence of heat.

If all or a portion of the surface is absorptive it may suck or pull enough of the liquid from the pigment to cause the paint to dry flat. Had the painter in the instance shown in the illustration brushed his primer better or had he allowed it more time to dry and harden, such a condition would not have developed.

BRUSHES and BROOMS

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are absolutely guaranteed, and if found defective, may be returned and will be replaced—entirely at our expense. The dealer cannot lose on Boeckh's Guaranteed Brushes and Brooms and besides your customer is assured of getting satisfaction.

THE BOECKH BROS. COMPANY, LTD. -- TORONTO, CANADA

A Record-Breaking Advance in Paint Sales

is what you will consider the result of Selling

Jamieson's Pure Prepared Paints and Varnishes

Thousands of Dollars' increase in paint business is the **Reward** for selling a paint that gives all-round satisfaction to the user.

The Jamieson line of Paints and Varnishes has the quality that wins the endorsement of practical painters everywhere—it has the quality that makes them come back and back again for more—and the price is very reasonable.

GET THE EXCLUSIVE AGENCY OF YOUR VICINITY.

Write for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

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the manufacturer. Do not recommend the addition of anything not specified on the paint manufacturer's color card. A great many dealers will tell the consumer to add a little boiled oil, a little drier, a little varnish, or a little something else, and at times the dealer does not know whether that which he specified shall be added is suitable for the particular paint or the particular job, and therefore it is best to either study the matter up from the literature furnished by the manufacturer or take a chance and let the paint be used as it comes in the can.

Driers Put In by Manufacturers

Paint users seem possessed to add driers to paint. The manufacturer has already done this and under ordinary conditions he has added sufficient to produce the drying qualities necessary for that particular paint.

Paints may dry dust free, tack free, hard, elastic and brittle. With oil paints, such as ready-mixed paint handled by the dealer, the manufacturer's aim is to make his material so that it will produce a film that is both tough and hard. An excess of drier may retard drying instead of hastening it.

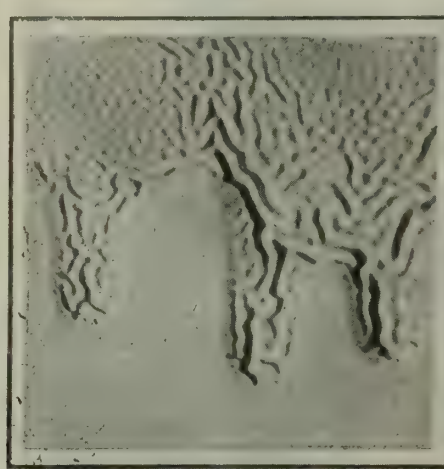
Ochre Not a Good Primer

A great many paint failures are due to improper primers. It took the manufacturer about 20 years to find this out.

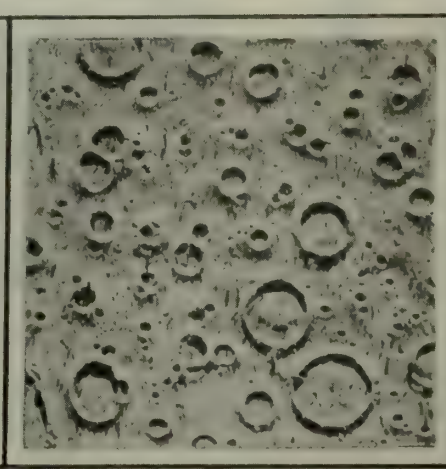
The best primer for an outside job is the one recommended by the manufacturer, which is usually a high grade ready-mixed paint thinned down with a certain proportion of linseed oil and turpentine. The dealer should discourage all other primers, not only for his own benefit but for the benefit of the consumer and the manufacturer. The better the results obtained from the use of paints which the dealer sells, the greater grows his reputation as a handler of good goods, and the larger his bank account becomes on account of repeat orders that come to him.

Great care should be used in recommending a primer, as it is the foundation that must hold up succeeding coats. No one would think of putting a heavy structure on a weak foundation, and this applies to "paint primer" as well as it does to the masonry of any building.

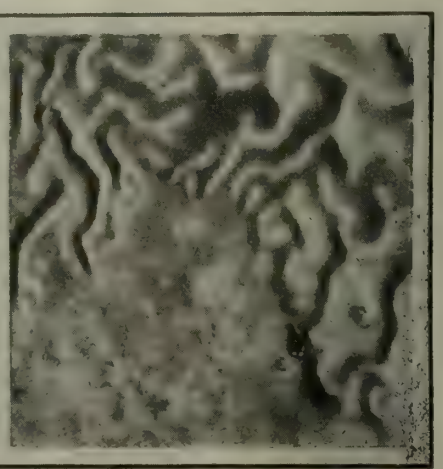
(Concluded in next week's issue.)



Sagging is often caused by leaving excessive paint in places not easy of access, such as the corners and under edges of clapboards. Runs and drips should be well wiped up to prevent this.



Examination of the above surface proved conclusively that there was a very hard, beating rainstorm during the time the house was being painted. The beating rain came down on fresh paint and the drops are plainly printed and photographed on the hard paint film.



Wrinkling is a defect usually caused by the application of too much paint. It may also be a defect inherent in the paint itself, because of its containing an excess of oil. All paints shrink or contract in drying.

WEEKLY PAINT MARKETS

(Continued from page 46.)

increase in cost of barrels is expected to affect price of turpentine to some extent. Local demand is light and stocks are low. The following prices are being quoted for turpentine in Toronto:—1-barrel lots, 79c; 2 to 4 barrels, 78c, and 5-gallon lots, 86c per Imperial gallon.

Resin.—Prices of common resin, grades G. H. and D., are firm and rather higher, and a further advance is expected. Other grades, such as W.G. and W.W., are weaker, and prices have declined. There is a good demand for the common resins for shrapnel shells. It is reported that one interest has practically cleaned up the Jacksonville market on dark grades of resin, having bought 7,000 barrels probably for munitions.

White Lead Advances—An advance in the price of white lead in oil was predicted in Hardware and Metal last week, and was based on the situation in the pig lead market. Since then, however, the lead market has reached a record level, and has affected white lead proportionately, the new price being $2.25 higher than last week. All quotations were withdrawn for a few days previous to the new price going into effect. The whole situation is unprecedented, and it is difficult to say what will happen, but if the pig lead market continues to go higher, white lead will advance again. There appears to be little doubt that there is a great shortage of lead owing to the war and accompanying wastage of this metal, which, unlike copper, cannot be recovered to any important extent. Pure white lead in oil is now quoted at $13.95 in ton lots, with 30c extra for smaller quantities.

Mixed Paints.—If white lead remains for any length of time at the present high level, and it will probably do so, prices of mixed paints are more likely than ever to advance. The market has developed new strength, but quotations are unchanged in the meantime.

Arsenate of Lead.—New prices have been issued for arsenate of lead, and are approximately 10 per cent. higher than the old schedule. The high cost and scarcity of lead and chemicals was the reason for prices being withdrawn and then advanced.

Gasoline.—The market continues very strong, and higher prices are anticipated in the near future. Pennsylvania crude oil advanced to $2.60 per barrel, but Canadian crude has not changed yet, although it will no doubt do so. Gasoline is unchanged at 32c, and benzine at 31½c per gallon.

Glass.—The market is firm at the advance announced last week, and business has improved a little. Makers of sheet glass in the States have again raised their prices, which may ultimately affect this market.

Putty.—Prices are unchanged and firm. The following prices are being quoted for Toronto for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

THERE'S PROFIT IN SELLING THE "1900" LINE OF WASHING MACHINES

To be thoroughly profitable to the dealer, an article must measure up to these two requirements:

1st:
It must provide a reasonably large profit per sale.

2nd:
It must have merit sufficient to enable the dealer to make sales easily.

One of these recommendations alone sh uld not be sufficient to interest you. Both are needed for real profit. Both are provided by

The "1900" Line of Washing Machines and Wringers

Write for our list and description of various types of washers and let us tell you of our liberal proposition to Hardware merchants and others qualified to handle our goods.

"1900" WASHER COMPANY
357 Yonge Street TORONTO

Bluestone

98% pure. Barrels 450 lbs.

Sulphur

99% pure. Bags 100 lbs.

English Galvanized Poultry Netting

Size 1-in., all sizes 12 in. to 48-in.
Size ½-in., all sizes 18-in. to 36-in.

WRITE FOR PRICES.

E. Fielding & Son

34 Front Street West, Toronto

The painter knows

when he uses Liquid Granite on a floor, that the finish will satisfy the most critical. He knows by long experience that it not only produces a beautiful soft lustre, but resists the hardest usage, and is easily kept in good condition.

During the 58 years we have been making varnishes, the label of Berry Brothers has come to be regarded by all classes of consumers as a guarantee of quality and a sure protection against inferior finishes.

It is this feeling of friendly confidence that makes Liquid Granite and all other Berry Brothers' products so desirable to recommend and safe to handle.

Among our Finishing Specialties for which the sale is large and continuous are:

LUXEBERRY WHITE ENAMEL—whitest white, stays white Makes permanent snow white finish in either gloss or dul. effects.

LIQUID GRANITE—floor varnish. Makes smooth satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish, and will not turn white under the severest conditions of wear.

BERRY BROTHERS
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World's Largest Varnish Makers
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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 24.—An advance on white lead in oil of $2.25 per 100 lbs. is not only the outstanding feature of the paint markets of the week, but the most striking development in the trade for years; it raises the price to $13.80 on a ton lot basis, a level which has not been equalled in the history of the Canadian paint business so far as the present generation of manufacturers are aware. The rise follows abnormal developments in the lead market, and even at the price quoted conditions are so uncertain that orders accepted are for immediate delivery only. The quotation given compares with a price of $8.25 before the outbreak of the war.

A direct effect of this increase in the cost of lead is that the situation with regard to ready-mixed lines has been intensified. Even on the former basis the outlook was for higher prices at the end of the spring campaign, and adjustments were looked for about the 1st of May. Should the lead market show no material reaction, the increases will not only be greater than had been anticipated, but there is some question as to whether the present prices will continue throughout the month of April. However, the trade may take it that makers will defer action until the usual period for consideration of adjustments if conditions will at all permit them to do so.

Reports indicate that business is brisk, but this rather refers to spring deliveries, which have been moving earlier than usual, than to new orders. Deliveries will be heavier after the 1st of April, and on until after the opening of navigation, about the middle of the month, at which time there is a big movement of bulky goods, such as oil, turpentine, gasoline, etc.

Oil a Little Easier.—There is a somewhat easier feeling in the linseed oil situation, as is indicated by the fact that one big firm has dropped its quotation, 2c, to a basis of 95c and 98c, for raw and boiled respectively. However, the bulk of quotations remain at 97c and $1 for raw and boiled respectively, and one firm still holds to $1 and $1.03; but these latter figures are liable to immediate change if the flax market does not stiffen. Montreal basis may be regarded as follows:

	Raw.	Boiled.
1 to 2 barrels	95c-97c	98c-$1.00
3 to 5 barrels	94c-96c	97c-99c
6 to 9 barrels	93c-95c	96c-98c

White Lead's Performance.—For several weeks past in recording advances on white lead, Hardware and Metal has emphasized the fact that the increases in price made were not as great as warranted in relation to the soaring figures of the pig market. It was pointed out that dealers were taking into consideration the fact that the price was already high, and that there was little buying being done. However, following further sensational advances in the pig market, which brought out some buyers, dealers evidently decided to readjust quotations to a proper level, with the result that the price was put up $2.25 to a basis of $13.80 for ton lots and $14.10 for less than ton lots—figures which establish a record within the memory of local manufacturers. And not only has this abnormal price been established, but notice has been given that, owing to the abnormal conditions prevailing, no orders can be booked at this price, quotations being for immediate acceptance and shipment only. Booking will only be accepted for delivery at price prevailing at that time.

Gasoline is Strong.—At advanced prices the gasoline market is very strong and higher quotations are looked for. In fact, the prediction is made that adjustments to higher levels may be expected from time to time so long as the war continues, with prospect of maintained high prices for some time after its conclusion. Dealers are preparing for the heavy spring deliveries, which commence with the opening of navigation, about the middle of April, and these deliveries are expected to be better this year than they were last. Quotations follow:

Gasoline, in barrels	33c
Gasoline, in drums	30½c
Gasoline, tank wagon	30c

Benzine ½c lower.

Dry Colors.—The situation as regards dry colors continues very unsettled, with prices strong at recent advances. Some colors, like chrome yellows, have been affected by the abnormal conditions in the lead market, while the exhaustion of certain chemicals is gradually reducing the supply and increasing the cost of others.

Arsenate of Lead.—New quotations for arsenate of lead have been announced, following the withdrawal of prices a couple of weeks ago. They are shown in an accompanying panel.

Paris Green.—The situation in regard to the supply of Paris green is said to be acute with the prospect that anything like normal consumption there will not be sufficient to meet demands. So far the opening prices hold, but the outlook is that buying on an ordinary basis will have the effect of materially enhancing values. Shortage of certain required chemicals is the cause of the difficulty.

Advance on Glass.—Following advances on glass in the United States there has been a readjustment of the discount on the Montreal list. The new discount on quantities up to 35 cases is 25 and 5 per cent., as compared with 30 and 5 per cent. previously in force. Dealers here report that the increase made does not cover the actual higher cost of importation, and state that further adjustments to higher levels are to be looked for.

Red Lead Goes Up.—With the upward movement of the lead market there has been a pronounced advance on dry red lead; the recent advances cover about 3c. Casks are now quoted at $13.50 and kegs at $13.87½.

TORONTO

TORONTO, Ont., March 23.—The sensation of the week has been the big advance in the price of white lead. Those who have followed the pig lead market and Hardware and Metal's market reports expected that white lead would be affected. New prices on arsenate of lead have been issued, being about 10 per cent. higher than the old schedule. Linseed oil and turpentine are unchanged. Turpentine, however, is firmer and may advance. Gasoline is very firm, and although unchanged locally, higher prices are looked for in the near future. An advance in ready mixed paints appears more likely, now that white lead has reached such high level. Business has been rather quiet this week, being between seasons. Warmer and dry weather would stimulate business.

Linseed Oil.—The demand for oil continues light, but an improvement is expected as soon as the weather becomes more seasonable. The flax seed market is weaker, but no seed is coming East. A considerable quantity of Argentine seed is coming to New York, but the same seed laid down in Canada would not affect the local market to any material extent as regards price, although it would increase available supplies. The linseed oil market has a weaker tendency, but prices are unchanged. Oil is being quoted in Toronto as follows:

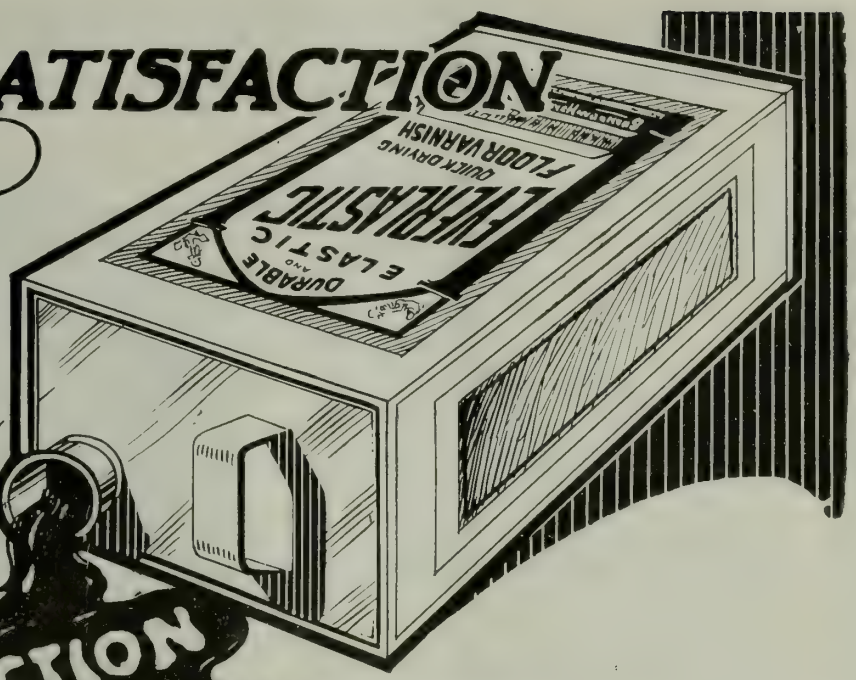
	Raw.	Boiled.
1 to 2 barrels ...	$1.02	$1.05 per gal.
3 to 5 barrels ...	1.01	1.04 per gal.
6 to 9 barrels ...	0.99	1.02 per gal.

Turpentine Firmer.—The turpentine market is firmer and higher in the South and stocks are becoming depleted. It is reported that the new turpentine may come in later than usual owing to the unfavorable weather in the South. The

(Continued on page 44.)

SPREADS SATISFACTION

on any floor



SATISFACTION

"EVERLASTING and ELASTIC"

are the words from which the name of our quick-drying Floor Varnish

"EVERLASTIC"

has been derived. The two qualities of durability and elasticity account for the general satisfaction this Varnish is giving to consumers throughout Canada.

Hardwood floors are usually the pride of the householder, and when you recommend to them a Varnish like

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they feel that you have done them a good service.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

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Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb........... 69
Pattern, lb. 64

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½—5% off; all other R. F. Short Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M. net; C. B. Caps, $2.95 per M net; Blanks, R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball

"Dominion" B. B. Caps, 45 and 5%; C. B. Caps, 40 and 2½%; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10%; Primers, 2½; brass shot shells, 45%; "Winchester" B. B. Caps, $2.95 M net; C. B. Caps, $3.08 M net; 22 short, black, 20 and 15%; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle, Ball, adv. 15½; Pistol and Rifle, Shot, 4; Military and Sporting, adv. 26½; Primers, $2.47½ net; Brass Shot Shells, 30 and 10

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%: 90 days net.

Shot, standard, 100 lbs., Toronto, $11.15; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz....... 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes, No. 2, doz. 9 75
Single bit, doz...... 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

BELTING (Leather).

Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE.. Montreal Toronto

Single bbls., gal... 0 32½ 0 31½
Drums, gal. 0 30 0 29½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 52½%.
Carriage Bolts ($1), list, 7-16 in., 37½%.
Machine Bolts, ⅜ in. dia. and smaller, 52½%.
Machine Bolts, 7-16 in. dia. and larger, 42½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 42½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 37½%.
Coach and Lag Screws, 60%.
Sink Bolts, 55%.
Square Head Blank Bolts, 42½%.
Bolt Ends, 42½%.
Plow Bolts, 42½%.
Elevator Bolts, 42½%.
Fancy Head Bolts, 35%.
Shaft Bolts ($3 list), 35%.
Step Bolts, large head ($3) list, 35%.
Whiffletree Bolts, 35%.
Nuts, square, 2¾c off list.
Nuts, hexagon, 3c off list.
Stove rods, per lb., 6½c.
Stove Bolts, 72½%.
Tire Bolts, 60%.

BORAX

Lump, Crystal Borax, lb.. 0 07¼

BRASS. Per lb.

Springs, sheets, 8" wide, up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55
Tubing, iron pipe size, 1" base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz........ 4 80
3 sections, 5 ft., doz........ 6 00
3 sections, 6 ft., doz........ 7 20

BOILERS (Range).

30-gal. Standard, welded....$7 25
30-gal. Standard, riveted.... 7 30
30-gal. extra heavy 10 50

BOARDS, BAKE. Per doz.

No. 1—18" x 24"............. 6 60
No. 2—18" x 28"............. 7 20
No. 3—20" x 30"............. 7 80

BOARDS (Ironing).

Size 12x60 ins., doz......... 7 20
Size 14x60 ins., doz........ 8 40
Folding, 14x58 ins., doz..... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz.. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60 and 5%.
Paper lined, 60, 10 and 5%.

BOARDS (Wash)

	Tin Plate	Zinc
	Per doz.	
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced.	....	1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 63
Weighted, 20 lbs., per doz. 16 78
Weighted, 25 lbs., per doz. 20 25

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 40 and 10%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamer cans, 25 and 5%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto..	1 50	1 50
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz..		1 25

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.)... 0 2?
Cement (in 5 and 10 gals.).. 0 23
Cement (in 2 gals.)......... 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross..	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross ...	....	0 20
Carpenter, white, gr..	0 65	....
Carpenter, blue, gr....	0 80	....
Carpenter, red, gr.....	0 80	....

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼, $7.85; 5-16, $6.50; ⅜, $5.75; 7-16, $5.55; ½, $5.35; 9-16, $5.35; ⅝, $5.20; ¾, $5.10; ⅞, $4.95; 1, $4.80.

Electric Weld Coil Chain—BB. 3-16 in., $10.45 per 100 lbs.; ¼ in., $7.15 per 100 lbs.; 5-16 in., $5.65 per 100 lbs.; ⅜ in., $4.60 per 100 lbs.; 7-16 in., $4.60 per 100 lbs.; ½ in., $4.60 per 100 lbs.

Electric Weld Loading Chain. ¼ in., $12.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in....	47 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	46 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	55 00	54 00
Copper sheet, planished, 14x60 base	58 00	57 00
Braziers' in sheets, 6x4 base	47 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR.

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.. 5 50

CRATES.

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES. Montreal

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

	Apollo	Galvanized Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.
IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $10; 200 lbs., $10.25.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 3¼ to 3½c per lb.

DRILLS.

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.

MADE IN CANADA

3 SPECIALS GUARANTEED TO GIVE EXCELLENT SERVICE

IMPERIAL GENUINE — The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS HEAVY PRESSURE — For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID — Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

Consistency of re-orders is what makes the most successful business

The high quality and reasonable price of Moore's House Colors are a strong attraction for all paint users. They invariably bring a steady flow of repeat orders.

It will pay you to get full details on our business-building agency proposition.

MADE IN TORONTO, Can.

Benjamin Moore & Company LIMITED

WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American ..	72½
Kearney & Foot, Arcade ..	72½
J. Barton Smith Eagle.....	72½
Disston Brand	70
McClellan Globe	72½
Black Diamond	60-7½
Delta Files	72½
Nicholson	72½
Globe	72½
Vulcan Brand	70—10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 27½%; bushings, 60 and 10%; flanged unions, 60 and 5%; malleable bushings, 60 and 10%; nipples, 72½%; malleable lipped unions, 62½%; plugs, 60 and 10%.

London discounts: Malleable. 30 and 5%; bushings, 65%; plugs 60 and 5%; unions, 65%; nipples, 75%.

FIXTURES, STALL. Doz.

Hollow and pressed steel..	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30½
Tank wagon	0 30

Toronto.

Any quantity, in bbls......	32
Drums, 40-gal., per gal....	29
Tank wagon	28½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in...	$ 7 75
Russet rope shank, 1¼ in..	9 25
Black rope shank, 1 in. ...	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	6 85
Masons, 5 lbs. and over, per cwt.	8 10
Napping, up to 2 lbs.	0 11

HANDLES (WOOD) Net

Axe, No. 3 culls, doz........	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible....	....	6 00
Steel King Hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices

Heavy	Strap	Tee
4 in., doz. prs.......	$1 37	$1 16
5 in., doz. prs.......	1 66	1 45
6 in., doz. prs.......	1 81	1 63
8 in., doz. prs.......	2 46	1 85
10 in., doz. prs.......	4 35	3 33
12 in., doz. prs.......	5 40	5 25
14 in., doz. prs.......	6 16	5 36

London price figured net at 27½%.

Light.		
3 in., doz. prs.......	0 43	0 43
4 in., doz. prs.......	0 51	0 47
5 in., doz. prs.......	0 60	0 55
6 in., doz. prs.......	0 72	0 64
8 in., doz. prs.......	1 06	0 76
10 in., doz. prs.......	1 49	1 02
12 in., doz. prs.......	2 55	1 91
14 in., doz. prs.......	....	2 34

Heavy tee and strap discount. 50 and 5 per cent.

Light tee and strap discount. 50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs....	5 50
Over 14 in., per 100 lbs....	4 90
Larger	4 60
Extra hooks for above. ⅝ in., per lb.	5½
Extra hooks for above. ¾ in., per lb.	5½

Crate hinges and back flaps. 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No 5, $18.60; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000). 45 per cent.

Garden City fire house hinges. 12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.40; "Sharp" No. 2 and larger, $1.60; "Sharp" No. 1 and smaller, $1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.......	0 11
Corrugated, ¾ in., ft.......	0 14½

Less 5 per cent. for full reels, 500 ft.

Cable, 70 per cent.

Leader, 60 and 10 per cent.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
Angles ....base	3 50	3 00
Common bar, per 100 lbs.	2 65	2 90
Refined iron, per 100 lbs.	2 90	2 95
Horseshoe iron, per 100 lbs.	2 90	3 00
Norway iron	6 25	5 20
Mild steel	3 05	3 00
Band steel	3 05	3 00
Sleigh shoe steel...	3 05	3 00
Domestic	3 05	2 60
Reeled machinery steel	4 00	3 50
Tire steel	3 15	3 15
Toe calk steel	3 95	3 60
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.		0 18
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 17¼	0 17¼
Spring steel	4 00	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, net; Toronto, net.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$12 50
72x30, 26 gauge, case lots..	13 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy....	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy....	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

No. 0 Tubular Hot Blast Comet. plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	5 00
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby..	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 13c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft..	12 50	13 00
Sheets, 3½ lbs. sq. ft.	11 80	12 50
Sheets, 4 to 6 lbs. sq. ft.	12 25	12 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand...	9 00
Puritan Warter Motor, com-Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephenson Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor....	12 80
B.T. Cyclone	6 25
B.T. Cyclone Water Motor.	12 80
B.T. Vollmar, No. 2........	6 50
B.T. Vollmar, No. 3	7 00
Forest City, engine-driven.	22 00
Forest City, electric	48 00

Reds
Greens
Yellows
Blues
Paris Green

Dry Colors
of Highest Quality
Made in
Canada

Made and Sold By

The Allan Munro Color Co.
Limited
41 Britannia Street MONTREAL

R & D
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS
DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.
G. & H. BARNETT COMPANY - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

MALLETS Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES
Victor, each $15 65
Woodyatt, each 7 25

MIRRORS, FRAMED Doz.
Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 40
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS
Standard steel wire nails, Toronto, $3.40 base; Montreal, $3.45 base; London, $3.40 base; Collingwood and Owen Sound, $3.45 base.
Cut nails — Montreal, $3.20; Toronto, $3.20; London, $3.10.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.70, Montreal base.
Galvanized roofing nails, $10.15.

NAILS (HORSE)
M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 48

London, Hamilton, Montreal, Toronto.
Less 10 per cent.

NETTING, POULTRY
Discount 30 p.c. on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING Per rod
Invincible, 1640 .... 0 60
Invincible, 1848 .... 0 66
Invincible, 2060 .... 0 73
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.
Best (American) 16 00
U.S. Navy (American) 15 25
New hemp (English)....... 12 00
U.S. Navy (English)........ 9 50
Plumbers (spun) 6 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 45
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS
Tea lead, pack, 5c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 6c.
Brass, heavy, 12¾c lb.
Brass, light, 11c lb.
Zinc, heavy, 15c lb.
Copper, heavy, 20¾c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $13.75 ton.
Wrought iron, No. 2, $9.50 ton.
Stove plate, $9.50 per ton.
Mach. compos., No. 1, 16¼c lb.
Compos. turnings, No. 1, 13¼c lb.
Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2¼c.

PACKING (JUTE)
Per Coil Lots
Fine jute, lb. 0 10¼
Coarse, sewer, lb. 0 08½

PAPER, ETC.
O.K. Paper, per roll 0 95
Resin sized Fibre, per roll.. 0 14
Per 400 ft. roll
Tarred Fibre, No. 1........ 0 66
Tarred Fibre, No. 2 ...... 0 46
Tarred Fibre, Good Luck Brand 0 66
Dry Fibre, Good Luck Brand 0 54
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 38
Sheathing, Shield Brand, tarred 0 46
Sheathing (Surprise) 0 40
Dry fibre, No. 1............ 0 54
Plain fibre, No. 2.......... 0 38
Sulphate, Black Cat, tarred. 0 80
Sulphate, Black Cat, dry.... 0 60
Per 100 lbs.
Heavy dry straw 1 95
Heavy tarred straw 1 95
Spruce sheathing 3 00
Carpet felt, 16 oz........... 3 25
Carpet felt, 20 oz........... 3 25
Asbestos Bldg. 3 25
Tarred felt 3 25
Heavy fibre, 32 ft. x 60 ft... 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	4 90	4 40
7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz.	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER
Cotter pins, 85 and 10% discount.

PINS, CLOTHES
Selected full count Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT
In effect March 20.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 25
¼ and ⅜ in.	2 88	4 95
½ in.	3 66	5 65
¾ in.	4 37	7 07
1 in.	6 46	10 46
1¼ in.	8 74	14 15
1½ in.	10 45	16 91
2 in.	14 06	22 76
2½ in.	22 23	35 98
3 in.	29 07	47 05
3½ in.	34 96	56 58
4 in.	41 42	67 04
Lapweld		
2 in.	15 54	24 24
2½ in.	22 82	36 56
3 in.	29 84	47 81
3½ in.	35 88	57 50
4 in.	42 51	65 13
4½ in.	52 07	83 19
5 in.	60 68	96 94
6 in.	78 72	125 80
7 in.	109 50	167 80
8 in.x25 lbs. per ft.	115 00	176 30
8 in.x28 lbs. per ft.	132 50	203 00
9 in.	158 70	243 20
10 in.x32 lbs.per ft	147 20	225 60
10 in.x40 lbs.per ft	189 50	290 50

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 ft. Black	Galv.
⅛ in.	$ 3 00	$ 4 48
¼ in. and ⅜ in.	2 82	4 89
½ in.	3 57	5 57
¾ in.	4 26	6 96
1 in.	6 29	10 29
1¼ in.	8 51	13 92
1½ in.	10 18	16 64
2 in.	13 69	22 39
2½ in.	21 65	35 39
3 in.	28 31	46 28
3½ in.	34 04	55 66
4 in.	40 33	65 95
Lapweld		
2 in.	15 17	23 87
2½ in.	22 23	35 98
3 in.	29 07	47 05
3½ in.	34 96	56 58
4 in.	41 42	67 04
4½ in.	50 80	81 92
5 in.	59 20	95 46
6 in.	76 80	123 80
7 in.	107 10	165 40
8 in.x25 lbs. per ft	112 50	173 80
8 in.x28 lbs. per ft	129 60	200 20
9 in.	155 30	239 80
10 in.x32 lbs. per ft	144 00	222 40
10 in.x40 lbs.per ft	185 40	243 30

Montreal and Eastern List.

PIPE (LEAD)
Lead pipe, $13.50.
Lead waste pipe, $14.50.
Traps and bends, 15 p.c. off.

PIPE (SOIL)
Medium and extra heavy pipe up to 6-inch, 65%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)
2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH
Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER
Paris, per bbl. 2 50

PLANES
Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	3 50	3 50
Heads, per 100 lbs.	3 75	3 75
Tank plates, 3-16 in.	3 85	3 85

PLUGS (METAL)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS
B.T. Pump, No. 1, net .....$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS
Iron rivets, blacked and tinned, 55 p.c.
Iron burrs, 55 p.c.
Copper rivets, usual proportion of burrs, add 15 p.c.; burrs, add 30 p.c.
Extras on Coppered Rivets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll
Tarred felt, per 100 lbs..... 3.25
2 ply R.R. 1 05
3 ply R.R. 1 30
2 ply R.R., complete in roll 1 55
3 ply R.R., complete in roll 1 70
Carpet felt 3 50
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Comet, 1-ply 0 86
Pluvius, 1-ply 1 05
Pluvius, 2-ply 1 40
Compo Certainteed, 1 ply ... 1 40
Colborne Crown, 1 ply..... 1 20
Colborne Crown, 2 ply..... 1 45
Colborne Crown, 3 ply..... 1 75
Compo certainteed, 2 ply .. 1 75
Compo certainteed, 3 ply .. 2 10
Excello, 1-ply 1 60
Excello, 2-ply 2 00
Excello, 3-ply 2 50
Jewel, 1-ply 1 10
Jewel, 2-ply 1 40
Jewel, 3-ply 1 75
Liquid roofing cement, per gal., in barrels............ 0 22
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 06¼
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE lb.
Pure Manila basis 21
British Manila basis 17
African hemp basis 17
Sisal basis 13
Single lath yarn basis 13
Double lath yarn 13½
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 13½
Italian rope basis 29
Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.
Cotton rope, 3-16 in......... 0 26
¼ in. and larger 0 25
Sisal Clothes Line.
3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 63
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply, 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft. 2 40

SCALES.
Imperial Standard ....25 p.c.
Champion ....40 p.c.
Steel weigh beams ....20 p.c.
Gurney Standard ....40 p.c.
Fairbanks Standard Scales..25 p.c.
Crown Even Balance ......40 p.c.
Richelieu Union Scale......40 p.c.
Dominion Plates Scales, ..40 p.c.
Net prices on Champion scales are as follows:
Champion, 4-lb., $3, plus 30c $4.50, plus 50c for stamping; Champion 240-lb., $6.60, plus 50c $16.80, plus $1 for stamping; Champion 1200-lb., $19.80, plus $1 for stamping; Champion 2000-lb. $26.40, plus $1 for stamping; Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCRAPERS Doz.
Medium $2 15
Heavy 3 60

SCREWS (MACHINE)
Flat head, iron, 35%; flat and round head, brass, 12½%; Fillister head, iron, 25%; Fillister head, brass, 5%.

SCREWS
Discounts off Standard List
Wood, F. H., bright 80 10%
Wood, R. H., bright....75 10%
O. H., bright 75 10%
Wood, F. H., brass 0 50
Wood, R. H., brass 0 47½
Wood, F. H., bronze 0 40
Wood, R. H., bronze 0 37½
Drive screws 65 10 10
Set case hardened .. 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz........ 4 75

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	4 35	4 00
12 gauge	4 45	4 10
14 gauge	4 20	3 85
16 gauge	4 25	3 95
18-20 gauge	3 55	3 55
22-24 gauge	3 65	3 65
26 gauge	3 70	3 70
28 gauge	3 80	3 80

Re Gauges of Sheets.
In the quotations which follow on sheets, it is advisable to note that Queen's Head, Fleur de Lis. and Gorbal's Best Best, also Colborne Crown are English gauges, while Apollo and Premier are U.S. gauges. American 10¾ oz. is the same as English 28 ga.; American 28 gauge is the same as English 26 ga. The heavier gauges are almost identical, the English sheets running slightly lighter than the U.S. standard.

SHEETS (Case Lots)

Corrugated, galv. 100 lbs., per sq.	Montreal	Toronto
18 gauge	5 80	12 50
20 gauge	5 80	9 75
22 gauge	6 00	8 50
24 gauge	6 15	7 15
26 gauge	6 85	5 25
28 gauge	7 15	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 50
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.95; U.S. No. 28, $6.75; U.S. No. 26, $6.45; 22 and 24 gauge, $6.45; 18 and 20-gauge, $6.10; 16-gauge, $5.95; 14-gauge, $5.75. F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 55
18-20 gauge	5 75	5 90
22-24 gauge	5 85	6 10
26 gauge	5 95	6 25
28 gauge	6 45	6 50
10¾ ozs.	6 75	6 75

Add 25c for less than case lots

This Trade-Mark *Means Quicker Profits*

TRADE MARK

The First Gun Has Been Fired

Our consumer advertising has started and Canada Paint Agents will soon begin to feel the vibrations in their cash drawers.

The bigness and thoroughness of this campaign will make your customers want

Canada Paint

If you are already a C. P. agent, make sure that your stock is complete.

If you are not a C. P. agent it isn't too late to get in line for your share of the additional paint profits that our co-operative selling service makes possible.

To-day is the day to
"Get Out of the Rut and Get Under the Profits."

The Canada Paint Company, Limited
572 William Street, Montreal
Toronto Winnipeg Calgary Halifax

This Can Contains *The Best Paint Made*

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and hand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 3 20
Ordinary painted 3 00
Discount 10%.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.40; 18x30, $3.60.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 53 cents.

SOLDER, BAR.
Guaranteed 0 31½
Strictly 0 29
Commercial 0 28

SOLDER, WIPING.
Star extra 0 28½
Easy 0 27½
Acme 0 26

SPELTER See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 ....$18 00

STAPLES Per cwt.
Montreal Toronto and London
Fence staples, galv., in kegs 4 65
Fence staples, galv., 25 lb. boxes 4 90
Fence staples, bright, in kegs 3 80
Fence staples, bright, in 25-lb. boxes 4 05
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lbfl kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each.. 3 75
Ontario, 4-passenger, each.. 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each....... 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount, 75 and 10%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount, 75 and 10%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount, 75 and 10%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5%.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)
O. G. Square bead and half round
Size in girth Per 100 feet
8 in. $3.80
10 in. 4.24
12 in. 5.01
15 in. 6.88
18 in. 8.80
12 cents extra for round head.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)
650 ft., per lb.)
600 ft., per lb.) 1916 prices
500 ft., per lb.) not issued.
500 ft., per lb.)
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb. Montreal	Toronto
5-ply and up......		0 26
4-ply	0 26	0 25½
3-ply	0 25	0 23

TUBES
Boiler Tubes, Lapwelded.
100 ft., 1½ in. 14 00
100 ft., 2 in. 13 36
100 ft., 2¼ in. 14 65
100 ft., 2½ in. 17 05
100 ft., 3 in. 17 65
100 ft., 3½ in. 21 80
100 ft., 4 in. 27 85

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 93
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 33
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Hand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, 50 p.c.; No. 0, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60%.
J. M. T. Globe, Angle and Check Valves, 37½%; Standard, 45%.
J. M. T. Radiator Valves, 50%; Standard, 57½; patent quick opening valves, 70%.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 30%.
Copper tea and coffee pots, 30%.
Copper boiler and tea kettle pitts, 10%.

WARE, JAPANNED.
Colored, 35%. Coal hods, 30%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10. 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, 20%.
English pattern, 20%.
Galvanized washtubs, 20%.
Galvanized coal hods, 12½%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 25 and 5%.
10-qt flaring sap buckets, 25 and 5%.
6, 10 and 14-qt. flaring pails, 25 and 5%.
Copper bottom tea kettles and boilers, 10%.
Coal hods, 25 and 5%.

WARE, STAMPED Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 35%; smaller lots, 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

WIRE, CUT HAY BALING
No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, 4$.25; No. 14, $4.40; No. 15, $4.65.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $4.75; No. 19, $5.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, 7-strand, $5.55; No. 18, 6-strand, $4.00; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. banks, 25c; in ½-lb. banks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering. 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.50; No. 14, $3.55; No. 15, $3.65.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls. $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt Montreal
Barb 4 50
No. 9, coil spring 4 30
No. 9, plain galv.......... 4 25
No. 12, plain galv......... 4 40
No. 13, plain galv......... 4 50
O. & A., No. 10 .... 3 76
O. & A., No. 11 .... 3 82
O. & A., No. 12 .... 3 90
F.o.b. London: Barb, $3.85; No. 9, gal., $3.50; No. 12, gal., $3.65; No. 13, gal., $3.75; No. 9, coil spring, $3.55.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 90
No. 13 .... 4 00
No. 13½ 4 05
No. 14 .... 4 15
No. 15 .... 4 30
No. 16 .... 4 55

WRINGERS.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Daisy No. 2 .... 63 00
Dairy No. 1 .... 57 75
Maple Leaf No. 2 .... 51 00
Maple Leaf No. 1 .... 51 00
Sun 42 00
Less 15 per cent.

WRENCHES
Trimo, 62½% off list; parts, 60%.

WRINGERS—MOP.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

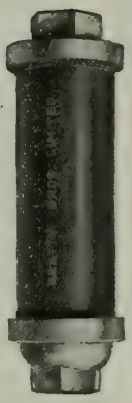
	Montreal	Toronto
5 cwt. casks	0 31	0 31
Part cask	0 31½	0 31½

BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S

BT

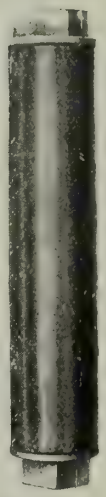
BT Brass-lined and brass body cylinders have poppet check valve.

Caps of brass body cylinders are galvanized and all fittings are either brass or galvanized iron. Valve seats are brass in all BT cylinders, not only in brass-lined and brass body, but in iron cylinders.



Caps are deeper and have more threads than formerly, and all brass bodies are extra heavy and have specially cut, strong threads.

The cage is malleable iron. It will stand any strain in deep well work and cannot be broken when it is being separated from the follower for new cup leathers, or by screwing it tight in the plunger stem.



The Best Pump Cylinders

The BT Ready-to-ship idea has been applied to BT cylinders. We are turning them out in quantities, Factory costs have been cut down. As a result, we are able to offer the trade the best pump cylinders ever sold in the country at prices far below any others. In view of the greatly increased costs of raw materials, particularly brass, our prices on cylinders are truly remarkable. Get our pump catalogue for 1916. It will make money for you in your pump business.

Beatty Bros., Limited, Head Office, Fergus, Ont.

Montreal, Que. St. John, N.B. Winnipeg, Man. Edmonton, Alta.

Manufacturers of

BT Pumps
Daisy Churns
Washing Machines
Steel Tanks
Barn Equipment

BEATTY BROS. LIMITED — BT STANDS FOR B-S — WINNIPEG FERGUS LONDON — CANADA

Manufacturers of

BT Hay Tools
Wringers
Barn Door Track
Pipe
Ladders

BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S BT STANDS FOR B-S

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$14 63
Weighted, 20 lbs., doz. 16 78

COATING

Cement Coating $2 55 2 40

COLORS (DRY)	Per lb.
Raw Umber, 100 lb. keg...	0 09
Burnt Umber, 100 lb. ...	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs.	0 09
Imp. green, 100 lb. kegs...	0 22
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs..	0 12
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry ...	0 20
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs	0 06
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 03
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 17
Chrome yellow, pure 30-35	
Golden ochre, pure	0 16
French spruce ochre, pure	0 15
Chrome green, pure	0 15
French permanent green, pure	0 20
Signwriters' black, pure ..	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White ...	4 10
Old Dutch Enamel	4 00
Jas-per-lac floor enamel...	1 90
Jas-per-lac art enamel	3 10
Mooramel	4 35

FILLER	Gal.
Luxeberry Enamel $5 00	
Screen Enamel, BB	1 65

FORMALDEHYDE	Per bbl.
Demi-johns, 50 lbs. 0 15½	

$1.10 for demi-john extra.

GLUE	Per lb.
French medal	0 16
English common sheet ...	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags.....	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25 .....$7 80		$11 90
26 to 34 ..... 8 15		12 85
35 to 40 ..... 8 50		13 60
41 to 50 .....11 75		15 50
51 to 60 .....12 25		15 85
61 to 70 .....13 10		16 80
71 to 80 .....14 75		18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS
Country Base Price

United Inches	Star	Double Diamond
Up to 25 .....$ 7 80		$11 90
26 to 34 ..... 8 15		12 85
35 to 40 ..... 8 50		13 60
41 to 50 ..... 11 75		15 50
51 to 60 ..... 12 25		15 85
61 to 70 ..... 13 10		16 80
71 to 80 ..... 14 75		18 35
81 to 85		22 35
86 to 90		24 35
91 to 95		25 00
96 to 101		29 00
101 to 105		32 00
106 to 110		37 00

With the following discounts: Any quantity up to 35 cases, 30 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse or orders up to $50. Above $50, add $10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD
(Ground in oil)

Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure" $13 80		$13 95
O.P.W. Decorators' Pure	13 80	13 95
Crown and Anchor.	13 80	13 95
Elephant Genuine..	14 10	14 25
Green Seal	13 80	13 95
Moore's Pure White Lead	13 80	13 95
O.P.W. Decorators Pure	13 80	13 95
O.P.W. English ...	14 05	14 20
Painters' Perfect...	13 35	13 50
Ramsay's Pure Lead	13 80	13 95
Tiger Pure	13 80	13 95

Brandram's B.B. Genuine, $15.50 Montreal and $15.65 Toronto in less than ton lots. Ton lots less 5 p.c.
James Genuine, $15.60 less than ton lots. Ton lots less 5 p.c.
Less than ton lots, 30c per cwt. higher

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt...	13 50	11 00
Genuine, 100-pound kegs, per cwt....	13 87½	11 50
Less quantity	....	0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles $35 00		$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 00	13 00
50-lb. irons	....	12 50
100-lb. irons	24 00	11 75
200-lb. irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "English" $2 30	
Benjamin Moore's "Egyptian" Brand	1 45
Canada aPint Co.'s Pure ...	2 45
Elephant	2 15
Fresco Tone	2 20
High Standard, White	2 45
High Standard, Colors	2 30
Jamieson's Crown and Anchor	2 00
Jamieson's Island City	2 05
Martin-Senour 100% Pure ...	2 20
Minerva	2 20
Mellstone, gal.	2 20
Lowe Bros. Hard Drying Floor, gal.	2 05
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 10
Ramsay's Pure	2 10
Ramsay's Thistle 1 60-1 70	
Stephens' House Paint, (Wpg.)	2 25
Stephen's Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 10
Senour's Porch Paint	2 30
Sherwin-Williams	2 30
Flat tone	2 20

PARIS GREEN	C.P. Co.	Bergers
600-lb. barrels	38¾	39½
250-lb. kegs	39	39¾
100-lb. drums	40	40¾
50-lb. drums	40	40¾
25-lb. drums	40¼	41
1-lb. pack., 100 case.	42¼	43
½-lb. pack., 100 case	44¾	45
1-lb. tins, 100 case..	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY	Standard	Montreal Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums..	2 85	2 95
Bladders, in bbls....	3 15	3 25

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75
O P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING	Gal.
Liquid Slating, B.B. .....$ 3 00	

STAINS	Gal.
Oil and Spirit, Berry Bros..$2 73	
Water Stains, Berry Bros...	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 80
Sun Varnish Stains	2 00

VARNISHES	Per gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co's Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil ...	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing ...	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	450
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest inter'r.	2 60
Martin-Senour Wood-Var ..	2 30
No. 1 Furniture Varnish ...	1 25
Pure White Shellac.. 2 00	2 25
Pure Orange Shellac. 1 90	2 00
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 50
Sun-Spar Varnish	4 00
C P W Sun Varnish	2 25

WATER PAINTS

Opalite, 300 lb. bbls	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING)

Cream 0 16½

WASTE, WHITE WIPING

XXX Extra	0 15¼
X Grand	0 14¼
XLCR	0 13¼
X Empire	0 12¼
X Press	0 11¼

WASTE, COLORED WIPING

Fancy	0 10½
Lion	0 09½
Standard	0 08¾
Popular	0 07¾
Keen	0 06¾

WASTE, WOOL PACKING

Arrow	0 [illegible]
Axle	0 15
Anvil	0 11
Anchor	0 09

WIPERS, WASHED COTTON

Select White	0 09
Mixed Colored	0 07
Dark Colored	0 05½

This line subject to trade discount for quantity.

WAX	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 41
Johnsons	0 41
Dark Colored	0 06

WHITING

Paris white	1 50
Plain in bbls.	1 25
Gilders, bolted, in bbls.	1 40

Per 100 lbs.

WOOL ALCOHOL	Per gal.
In gallons	1 25
Barrels	0 87

$4 extra for barrels.

"LINGERWETT" Paint and Varnish Remover

It's a labor saver—stays wet and cleans quickly

Most removers dry so quickly that the use of them entails much labor, resulting in only medium results.

"LINGERWETT" stays wet for several hours, and perfect results can be obtained.

Cuts rapidly—nothing can stop it; Paint, Varnish or Shellac come away freely, without staining the wood or lifting the grain.

No Knife Scraping Necessary—No Wash Needed

The Dougall Varnish Company, Limited, Montreal

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $9 00
Shot, soft, per cwt., $13.00; chilled, $14.50; buckshot, $13.80; ball, $14.20.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.35; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING
Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOLTS
Carriage, ⅜ and smaller, 42½ p.c.; 7-16 and larger, 27½ p.c.; machine, ⅜ and under, 42½ p.c.; 7-16 and over, 32½ p.c.; machine set screws, 55 p.c.; plough bolts, 32½ p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 70 p.c.; sleigh shoe bolts to ⅜, 32½ p.c.; 7-16 and up, 27½ p.c.
Above prices under revision. See wekly report.

BORAX
Borax, per lb., 9c.

BUILDING PAPER
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 75 p.c.

CHURNS
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4. $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 46c per lb. Tinned, 30c; Braziers' soft copper, 10-24ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 55 p.c.; Blacksmith, ½ in. round shank, 47½ p.c.
Eavestrough, 8 in., per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10 and 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½ p.c.

FIXTURES
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 14½c lb.; 125-lb. kegs, 15½c lb.; 10-lb. jugs, $1.85 each; 24-oz. bottles, $3.85 doz; 12-oz. bottles, $2 doz.

FERRULES AND RINGS
30 p.c. off.

FILES. Nicholson's, 57½ p.c.

GASOLINE
Printers' naphtha, bbls., 29½c per gal; $3.20 per case.

GALVANIZED WARE
Heavy pails, 10 p.c. off; light pails and heavy tubs, 17½ p.c. off.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate)
30% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 55 p.c.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES
Iron, No 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng..	7 70	7 25
28 Am. or 26 Eng...	7 50	7 00
26 Am. or 26 spec..	7 20	6 70
22 and 24 oz.......	7 05	6 30
18 and 20 oz.	6 85	6 20
16 oz. Am.	6 70	6 00
14 oz. Am.	6 50	5 85

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron handles. 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $10.90, $11.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.05; boiled, per gal., $1.08.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.60 base; Winnipeg, $4 base. Cut, f.o.b., Winnipeg, $4.

NAILS, HORSE
Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square, small lots, 1c advance over list; case lots, net list. Hexagon, small lots, ¼c advance over list; case lots, ¾c off list.

OIL CANS.	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top....	2 81	4 25
2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $5.49; ⅜, $5.66; ½, $6.62; ¾, $8.22; 1, $12.12; 1¼, $15; 1½, $17.50; 2, $24; 2½, $41.84; 3, $54.75.

IRON PIPE
Black, ¼, $3.31; ⅜, $3.40; ½, $4.25; ¾, $5.10; 1, $7.46; 1¼, $9.50; 1½, $11.50; 2, $15.00; 2½, $25.77; 3, $33.73; 3½, $40.60; 4, $48.15; 4½, $59.50; 5, $69.90; 6, $90.70.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb.; less, 46½c lb.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90; Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt.........	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 45 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 70 and 10%; flat head, 75 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 30
14-16 gauge	4 25
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels (polished) Fox and Olds, $7.70; Bulldog and Jones, $9.05; Black, 50c per doz. less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $9.25; No. 8, $9.85; No. 10, $10.40. Jones socket scoops, Moose Scoops, No. 6, $10.12; No. 8, $10.65; No. 10, $11.17.

SOLDER
Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.75 at Fort William; $4.15 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $4.30; 14 and 16 gauge, $4.25; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.................	11 75
20 x 28 I.X.................	14 00
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 90c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30% plus 75c per 100 lbs. net; full boxes, iron, 35% plus 75c per 100 lbs. net.

WHITE LEAD
5-ton lots, $11.90; ton lots, $12.30.

WIRE, BARB
Lyman 4-point, $3.55 f.o.b. Fort William, $3.80 Winnipeg; Glidden Cattle, 2 pt., $3.40 Fort William, $3.65 Winnipeg; Baker 2 pt., $3.35 Fort William, $3.60 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.80; Winnipeg, $4.10; coil spring, No. 12, Fort William, $4.00; Winnipeg, $4.30; Plain galvanized, No. 9, $3.75 Fort William, $4.05 Winnipeg; No. 12, $3.95 Fort William, $4.25 Winnipeg.
Patented screen, in 100-ft. rolls, $2 per hundred sq. feet; in 50-ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN
$3.10.
Bale ties, 14 gauge, single loop, $4.75 Winnipeg; $4.35 Fort William.
Brass snare wire, per lb., 70c.

WIRE, ANNEALED
0-9, $4; 10, $4.06; 11, $4.12; 12, $4.20; 13, $4.40; 14, $4.30; 15, $4.55; 16, $4.70.

WIRE (STOVEPIPE)
18 and 19 gauge, 6½c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

BIG MONEY FOR YOU

Did it ever occur to you how easily your income can be increased by becoming acquainted with our line of miscellaneous steel, iron, machinery and repairs? Simply get the business by talking quality and reasonable prices. Our quotations to you will always enable you to land orders. But they will also give you a liberal profit.

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What You Get is Net Profit

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Manitoba Bridge and Iron Works, Limited
Winnipeg

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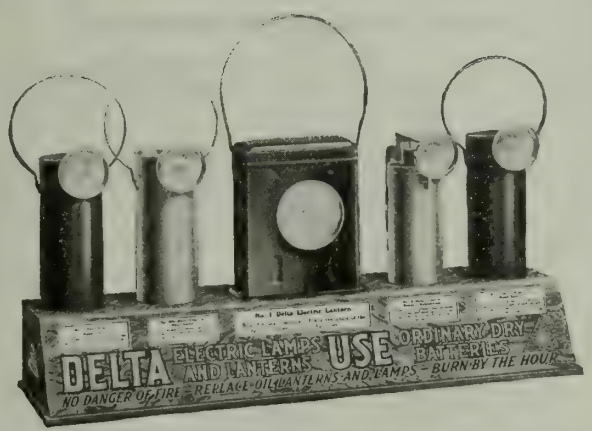

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A LAMP FOR EVERY PRACTICAL PURPOSE

Delta Lanterns are made under the most favorable conditions, out of the very best materials, by the highest grade workmanship — branded with the name DELTA to protect ultimate users, dealers and jobbers against rank infringement.

INDISPENSABLE TO FARMERS, WATCHMEN, DELIVERYMEN and all persons having use for a reliable, cheap and efficient light.

THEY BURN FOR HOURS ON AN ORDINARY DRY CELL.

THE MAINER ELECTRIC CO., LIMITED
61-63 ALBERT STREET, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Quality Rite—Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

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have been the Standard for over eighty years

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TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

Hardwaremen, sell your Skating Rink & J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Steel Figures

Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

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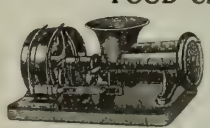

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

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Kindly mention this paper when writing advertisers.

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for

CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNS
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ALL PURE COPPER.

Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.

We have a good agency proposition.

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The Aylmer Superior Lever Lift Pump

fitted for hand use. Has close revolving top and handle bearer, full six-inch stroke, wood handle, and is easy working.

This style of lever and fulcrum has several advantages over the ordinary style. Having short stroke, the power is greater, making it work easier. The handle, being wood, they are not so liable to break in frosty weather. Readily converted into a Windmill Pump.

Built for long duty under severe service.

A good profit-maker.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

Collins' Sprayers

We are makers of the celebrated CROWN GLASS SPRAYERS, used for spraying Paris Green or Fly Oil. Book your orders now for spring delivery.

THE COLLINS MFG. CO.
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Interior of Store of W. P. Hoffman, Who Sells Several Carloads of Pratt & Lambert Varnishes Yearly from Start of $500

FROM $500 START TO YEARLY VARNISH SALES OF SEVERAL CARLOADS

Read Hoffman's letter—it tells why he was able to increase his Pratt & Lambert Varnish sales from the amount represented by the little white oblong to the amount shown by the big oblong—it's full of meat for any dealer who wants to sell more varnish, make a better margin of profit and build a better, more substantial class of trade.

Write for Complete Pratt & Lambert Dealers' Proposition.

PRATT & LAMBERT-INC., 24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

AGENTS FOR PRATT AND LAMBERT VARNISHES

The Hoffman Wall Paper Co.,

PAINTS, WALL PAPERS AND WINDOW SHADES

TEL. CONNECTION 1136-1140 MAIN STREET

Hartford Conn., Jan. 11, 1916.

Pratt & Lambert,
Buffalo, N.Y.

Dear Sirs:

When we started handling Pratt & Lambert Varnishes eight years ago, our first order amounted to Five Hundred Dollars. Previous to that time we had carried more or less lower price goods which were good value for the money, but we found that by handling Pratt & Lambert Varnishes we could get more trade and better trade that paid us handsomer profits and meant better satisfied customers.

As a result our first order has grown from Five Hundred Dollars to Fourteen Thousand Dollars that we are now buying in carload lots. "61" Floor Varnish and Vitralite sales particularly have shown a nice increase from a few cases a year at the start to several hundred now.

We believe the high quality of Pratt & Lambert goods plus your plan for helping us sell them is largely responsible for this showing.

The magazine advertising makes your varnishes well known to everyone, while your promotion work with architects makes them friendly towards your goods with the result that we have an opportunity to get the business on most construction work in this vicinity. Your plan of reaching home builders and small construction work through letters and helpful literature is a distinct help to us.

We enjoy a good painter trade on Pratt & Lambert Varnishes. The goods have always been well and favorably known to painters, and your little painters magazine "Varnish Talks", does not let them forget the merits of Pratt & Lambert Varnishes.

All this co-operation tied to our store with the attractive store and window display matter, slides and electros, we feel is helping us to get our share of the varnish business in this territory.

We are more than pleased with our success with your line and expect to continue to increase our sales on your goods as much in the future as we have in the past.

Very truly yours,
THE HOFFMAN WALL PAPER COMPANY.

This Oblong Shows Hoffman's First Order of Pratt & Lambert Varnishes

This Oblong Shows Hoffman's Yearly Business on Pratt & Lambert Varnishes NOW as Compared to His First Order Represented by the Little White Oblong

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: New York Buffalo Chicago Bridgeburg, Canada London Paris Hamburg

If interested, tear out this page and keep with letters to be answered.

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British Aluminium Co., Toronto.

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Tallman Brass & Metal Co., Hamilton.
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The Steel Co. of Canada, Hamilton.

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Canada Steel Goods Co., Hamilton.
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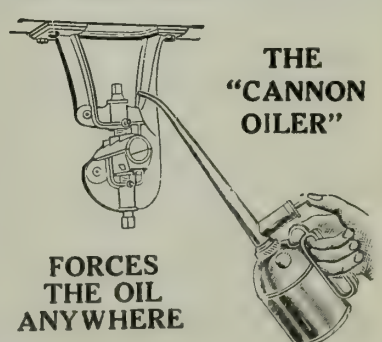

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winipeg, Man.

Lockers
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co. Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. C., Ltd., Brantford, Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A GOOD SALESMAN CALLING on hardware dealers and painters, also a good railroad salesman, to take a well-known paint specialty line on commission. All enquiries treated confidential. Apply Box 260, Hardware and Metal. (tf)

WANTED — POSITION AS HARDWARE clerk, with Western experience; steady employment. Can furnish best of references. Box 253, Hardware and Metal. (14)

WANTED — LIVE REPRESENTATIVE TO sell our lines on commission in the City of Montreal and Province of Quebec. Must have good connection and be able to produce results. Apply to N. M. Currie, Managing Director, St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

POSITION WANTED

FIRST-CLASS TRAVELLER IS OPEN FOR position with good firm. Has excellent conection with hardware trade in Eastern and Northern Ontario. Address Box 266, Hardware and Metal. (13)

EXPERIENCED HARDWAREMAN, THIRTY years of age, served five years as manager and buyer for a Toronto firm. Wishes position as manager or traveller. Has good buying connection all through the States. Box 268 Hardware and Metal. (13)

WANTED—POSITION BY EXPERIENCED paint and varnish salesman. First-class connection over Eastern and Northern Ontario. Apply Box 271, Hardware and Metal. (13)

FOR SALE

FOR SALE — GENERAL HARDWARE IN best farming and manufacturing district of New Ontario. Only reason for selling is poor health. Stock $10,000. Will accept special rate and good terms for quick sale. Apply L. C. Wideman, Charlton, Ont.

HARDWARE SITUATED IN TORONTO IN downtown section. Four thousand dollar stock. Box 267, Hardware and Metal (13)

FOR SALE—HALF INTEREST IN HARDware business in a fast growing suburb of Toronto. A fine opportunity for a progressive young hardware man capable of managing store. Will sell outright if desired. Apply Box 272, Hardware and Metal. (13)

FOR SALE — HARDWARE BUSINESS IN Southern Saskatchewan, in one of the best wheat growing districts in the province. Town has three elevators, and good territory to draw from. No opposition. Good store that can be rented cheap. Stock and fixtures, about $3,500.00. Owner has another store, and cannot look after the two. Apply to Box 270, Hardware and Metal. (16)

HARDWARE BUSINESS FOR SALE, DOING good business in Northern Ontario town. Best agencies held; well assorted, clean stock. No real estate, good stand, moderate rental. Reason for selling, discontinuing retail business. For further details write Box 269, Hardware and Metal. (13)

TWO HARDWARE STOCKS AND GOODwill, well established, in two of the most promising towns in New Ontario; territory opening up rapidly; value of stock in first store $10,000; value of land and dwelling, $5,000. Second store, $5,000 stock; $7,000 buys stock, land and building. Terms. Business being sold on account of death of owner. Apply Box 184, Cochrane, Ontario. (11)

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

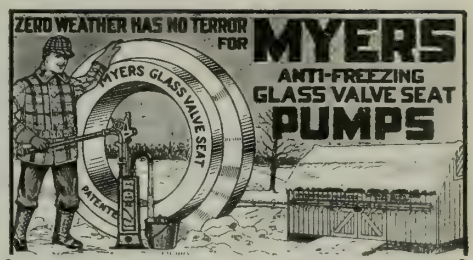
In Demand

There is a good demand for a reliable, inexpensive Sprayer. Meet this demand and give your customers that come-back satisfaction. You can do this with the

EUREKA Glass Tank Sprayer

The receptacle of this Sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover. The pump cylinder is made from L. X. tin and is considerably longer than the ordinary glass tank Sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service. This Sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock. Our prices are in your favor and our quality pleases customers. Let us send you our descriptive catalogue. Write—

The Eureka Planter Co.
LIMITED
WOODSTOCK, ONTARIO



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ASHLAND OHIO

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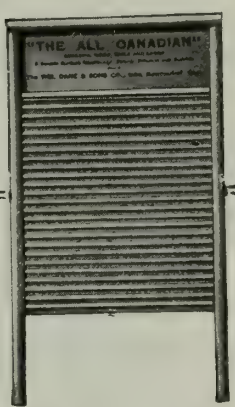
LEWIS BROS., LIMITED Montreal



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited
Makers of the New Wooden Wash Board
NEWMARKET, ONT.

If interested, tear out this page and keep with letters to be answered.

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Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display.
R. M. Bowser & Son, Renfrew, Pa.

Ranges
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Razors
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wolstenholm & Son, Sheffield, Eng.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.

Roofing
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Roofers Supply Co., Ltd., Toronto.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Doors and Windows
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wolstenholm & Sons, Sheffield, Eng.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

Shock Absorbers
Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware
Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.

Spark Plugs
Henricks Magneto & Electric Co., Indianapolis, Ind.
Interstate Electric Novelty Co., Toronto.

Splicing Compound
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stairs, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport dwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Ltd., Toronto.

Tinware
Soren Bros., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Tools
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greensfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio.

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Sweeper Vac, Limited, Montreal.

Varnishes; See Paints
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ottawa.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
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Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
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Arctic ARCTIC METAL **Metal**
FOR HIGH SPEED
Try It.
FOR HEAVY PRESSURE
Every Pound Guaranteed.
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We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.
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Write to-day for our proposition and catalogues. We manufacture a complete line of iron and wire products for all kinds of buildings.
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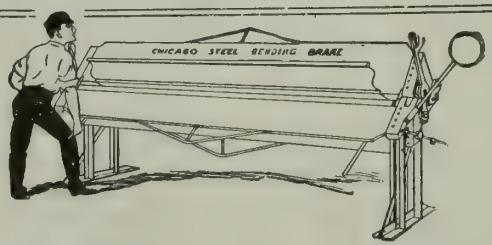
DENNIS-LONDON ORNAMENTAL IRON — Iron Stairs, Fire Escapes, Coal Chutes, Doors, Gratings, Grills, Window Guards, Wire Screens. Fence, Mats, Baskets, Etc.
WILL YOU HELP MADE-IN-CANADA PRODUCTS LEAD THE WORLD?
THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON - TORONTO

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

ENGLISH
GROUND HIDE GLUE
"DREADNOUGHT BRAND"
Write for Sample and Price.
DREADNOUGHT BRAND
BRITISH PAINT SPECIALTIES
W.B. BATE & COMPANY TORONTO
Fine Colors, Varnishes, Japans, Dryers.
Shellacs, Enamels, Glues, etc.
W. B. Bate & Co., 134 Victoria St., Toronto, Ont.



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in U. S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

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Metallic Roofing Co., Toronto and Winnipeg.
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Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizers
Adamson Mfg. Co., Hamilton.

Wall Plaster
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Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer Co., Toronto.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer Co., Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.

Wagon Jacks
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Washers
London Rolling Mill Co., London, Ont.
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Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing
Pedlar People, Oshawa, Ont.
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Wheelbarrows
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Whisks
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White Lead
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Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
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Window Guards
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B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
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Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Dominion Iron & Steel Co., Ltd., Sydney.

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Wire Springs
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B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
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Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

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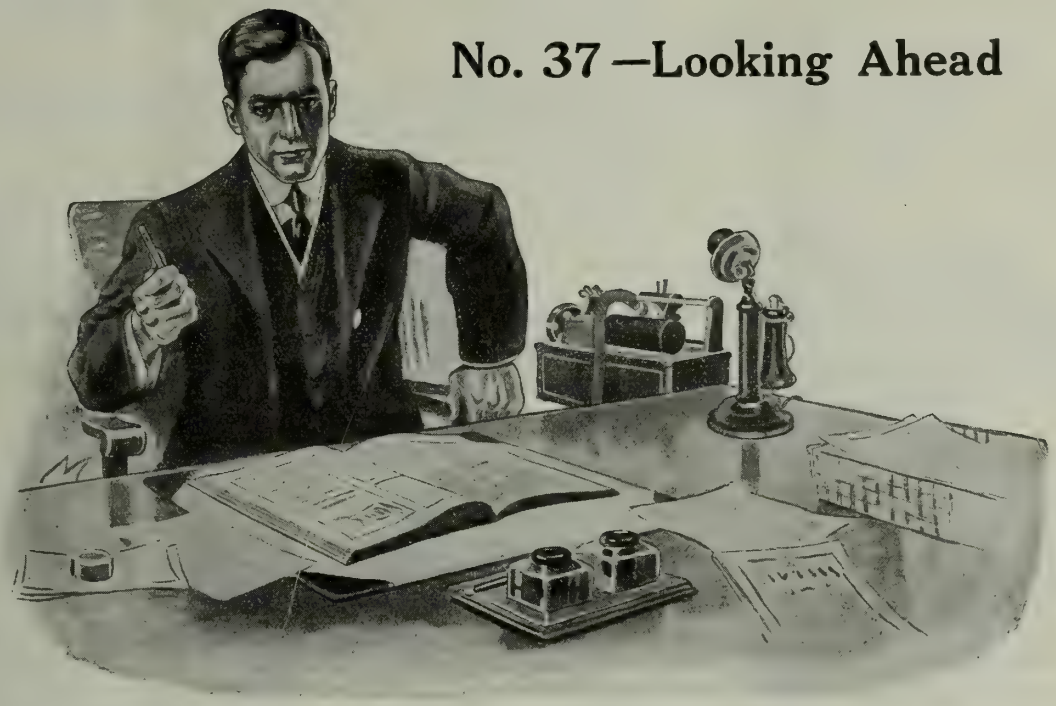
The Dennis Wire & Iron Works, London, Ont.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
The Maytag Co., Ltd., Winnipeg.
The Nineteen Hundred Washer Co., Toronto.
Walter Woods & Co., Hamilton.

A Straight Talk from the Manager

No. 37—Looking Ahead



In every issue of Hardware and Metal you will find advertisements to interest you, even though, at the moment, you may not be in the market for any of the articles advertised. It will benefit you to know all you can about those articles. Inside of a day or two you may have a chance to sell some of them. A letter or even a post card sent to the advertiser will bring you complete information.

When you answer advertisements and mention that you saw them in Hardware and Metal, you are encouraging the advertisers to keep you constantly informed of new lines that they are placing on the market, or new ideas about selling goods.

You are not only helping yourself, but also the manufacturers and jobbers who advertise and you are helping Hardware and Metal to still further extend its service to the Canadian hardware trade.

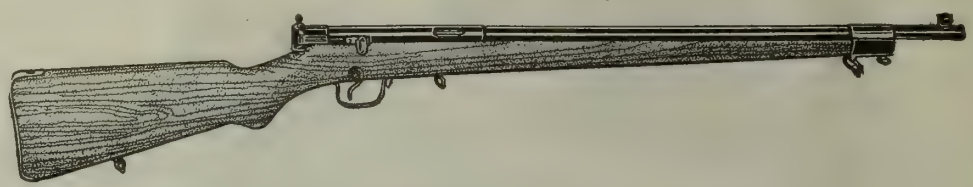
J. G. L.

Let the War Increase Your Rifle Sales

Owing to the war the demand for an accurate and reliable target rifle is steadily increasing.

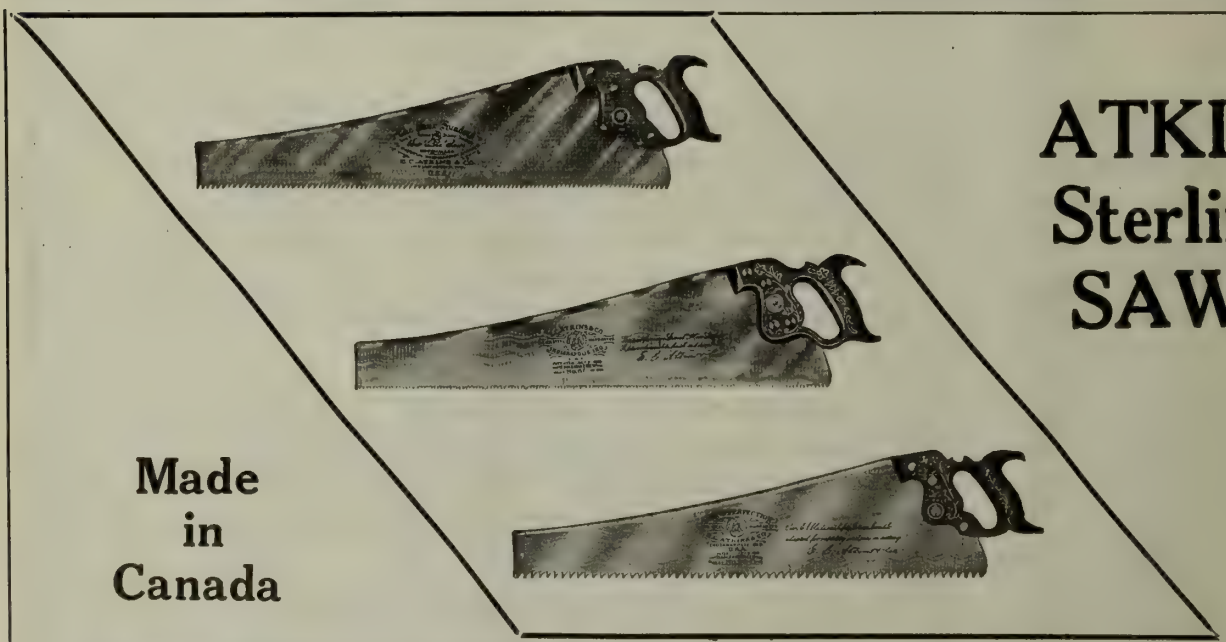
The Ross .22 Cadet Rifle has all the qualities of an ideal small target rifle. It is accurate, reliable, well-finished and strongly built.

It is endorsed by the Canadian Government who have adopted it for use in all Canadian Cadet Corps. Retails at $12.00.



For catalogues, discounts, etc., address

ROSS RIFLE CO. ∴ ∴ QUEBEC



ATKINS Sterling SAWS

Made in Canada

GUARANTEED to give perfect satisfaction—or "your money back." The most profitable Saws in the world. Insure your Saw business by selling Saws which give satisfaction. The most liberal selling and advertisng helps are yours for the asking.

Write for our booklet "Pointers on Selling Saws." It's free. Send for our Saw Proposition "H.M." Write to the nearest address below.

E. C. ATKINS & CO.

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

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For Covering Fire Doors. Every Sheet Stamped.

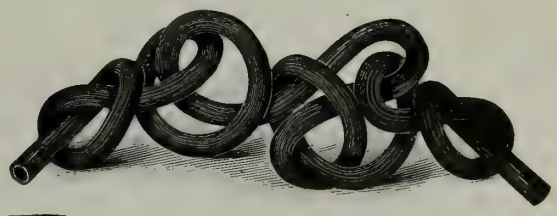
Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE, OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

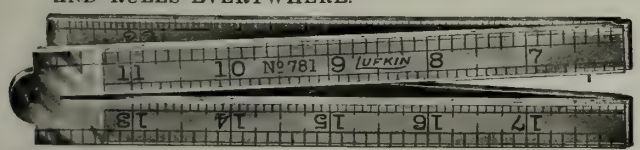
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

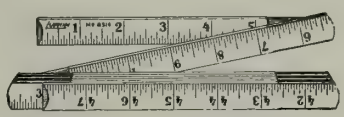
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.





Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS

Talk Number Forty-One

We use Galvanized bands and cushion clips in bundling "PREMIER" GALVANIZED (Made-in-Canada) SHEETS. They leave here fresh and clean; the short haul means prompt delivery in good order. The crate nuisance abolished. We carry your stock. Ask for details.

TINKER TOM.

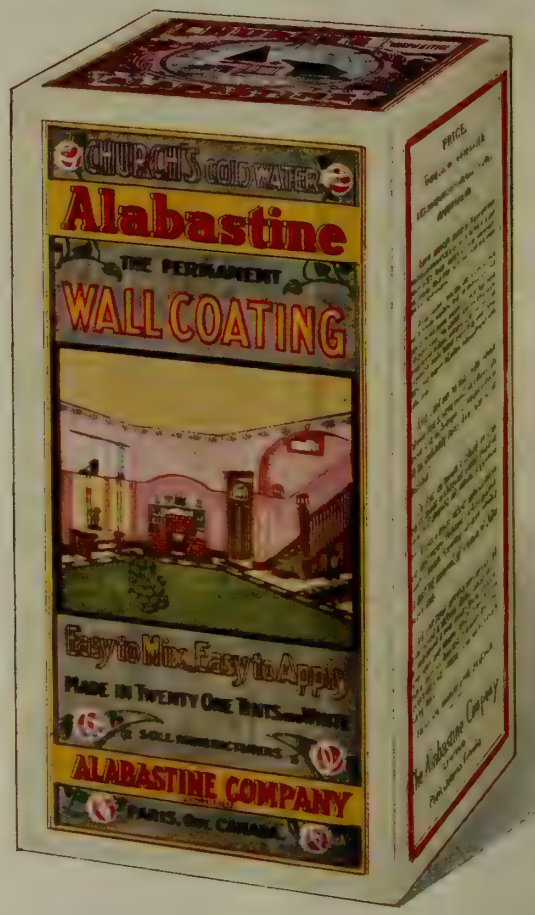
Look for Talk No. 42 next week.

95-W

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Get 50 Cents

for this package



A five pound package of Alabastine is worth fifty cents of anybody's money. The dealer who sells for less cuts off his own legitimate retail profit and hurts the standing of this line with other dealers.

Our new and attractive advertising matter, if made good use of by the dealers, is sure to create a good volume of sales.

Have you received a copy of "Homes Healthful and Beautiful"—an illustrated volume of pretty rooms in colors—the biggest and best advertising book ever offered. Free to Alabastine dealers.

The Alabastine Company, Paris, Limited

6 WILLOW STREET, PARIS, ONTARIO

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 April 1
No. 14 1916
THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

When Ordering

Cordage

Specify—

LION TRADE MARK BRAND

Lion Brand

Consumers Cordage Co., Limited

Manufacturers of

Manila-Sisal-Jute-Hemp CORDAGE

Lathyarn, Small Twines, Binder Twine

MONTREAL - HALIFAX
ST. JOHN - TORONTO

Sold by jobbers throughout Canada

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WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

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BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

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Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

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WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

—wide steps and top steps strongly trussed

Trussed Step

Giving it a Maximum of Strength and Security.

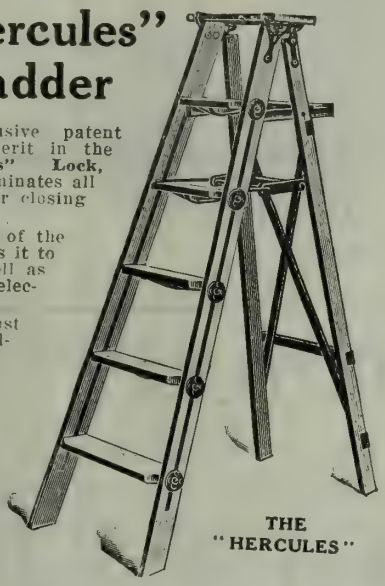
The "Hercules" Step Ladder

Has another exclusive patent feature of much merit in the **"Boyer's Faultless" Lock,** which positively eliminates all danger of the ladder closing while in use.

The **absolute safety** of the Hercules recommends it to the housewife as well as the mill owner or electrician.

This is one of the most attractive, easiest sellers on the market.

A trial is convincing.



THE "HERCULES"

The Stratford Mfg. Co., Ltd.
Stratford, Canada.

"R-W" No. 240 Tackle Block and Wire Stretcher.

WIRE STRETCHERS

The "R-W" line includes several styles of stretchers and Hoists, including Woven Wire Fence Stretchers.

AUTO HARDWARE

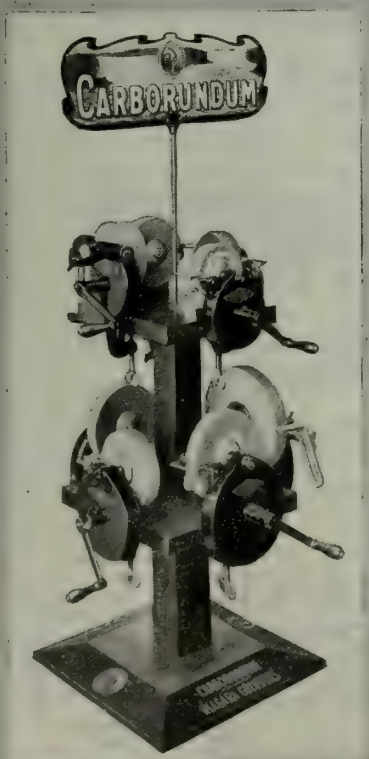
Some good opportunities here for all live hardware men.

No 501 Tire Saver.
No. 100 Crackerjack.
No. 297 Shock Absorber.

"BULL DOG" JOIST HANGERS

All steel, far superior to cast or malleable. All styles and sizes.

Richards-Wilcox
Canadian Company, Ltd.
London, Ontario.



CARBORUNDUM NIAGARA GRINDERS

HAVE your display stand equipped with a well assorted stock of Carborundum Niagara Grinders, then put it in some prominent place. Don't forget that every man who comes into your store and turns the handle "just for fun" is a possible customer.

Its Up to You to Make Him a Purchaser.

The Carborundum Company
Niagara Falls, N. Y.

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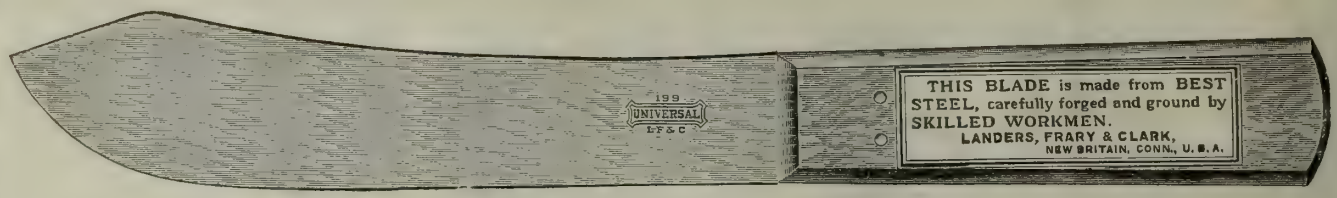
UNIVERSAL
L. F. & C.

BUTCHER KNIVES



No. 2000 COCOBOLO HANDLES

SIZES 5 INCHES TO 14 INCHES

"UNIVERSAL" CUTLERY

offers you an opportunity for concentration on a line which you can stand back of and recommend to your customers, a line in which "chance," "maybe" and "perhaps" have no place. From the time of its conception, over half a century ago, quality has been the watchword in the manufacture of UNIVERSAL Cutlery.

¶ UNIVERSAL Cutlery is a complete line, from Paring Knives to Carvers, from Pocket Knives to Barber's Shears. All sold and guaranteed under the UNIVERSAL Trade Mark.

¶ When you show a customer UNIVERSAL Butcher Knives, Pocket Knives, Razors, Shears, Kitchen Knives, Carvers, etc., no time is lost in explanation of who makes them, and there's no doubt in his mind as to their quality. Nine chances out of ten he's using several UNIVERSAL appliances in his home right now.

The Advertised Cutlery Line

¶ UNIVERSAL Cutlery is nationally advertised. You don't have to create or wait for a market—it's waiting for you.

¶ Buyers of unknown, unbranded cutlery are getting fewer and fewer. People want the kind they see advertised, that bears the trade-mark and guarantee of a well-known, reliable manufacturer.

LANDERS, FRARY & CLARK
NEW BRITAIN CONNECTICUT

Canadian Representatives
A. MACFARLANE & CO., Limited, MONTREAL

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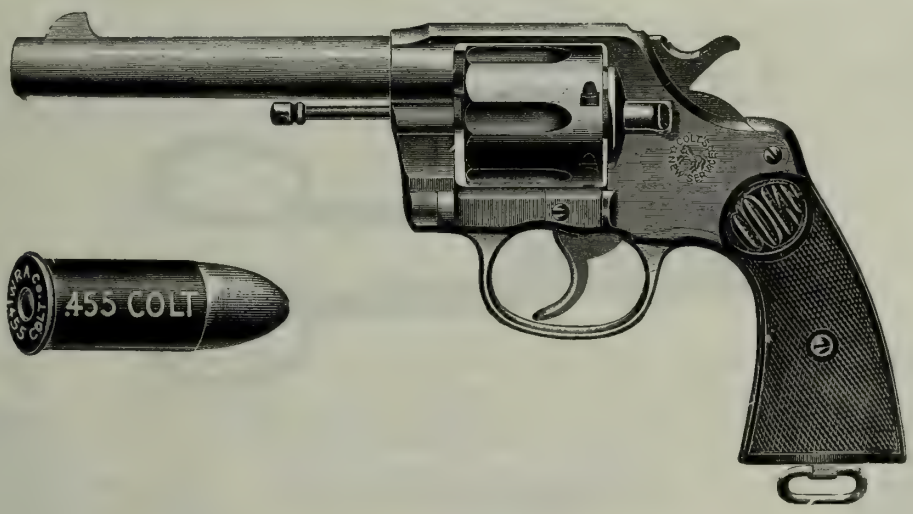
COLT'S AUTOMATICS

EXTRA MAGAZINES FOR ABOVE

COLT'S NEW SERVICE



Holsters and Ammunition to Suit Both

LEWIS BROS. LTD., MONTREAL

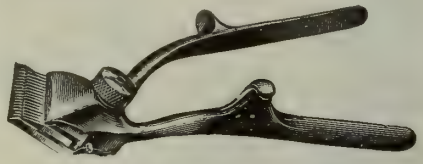
WHOLESALE HARDWARE

If interested, tear out this page and keep with letters to be answered.

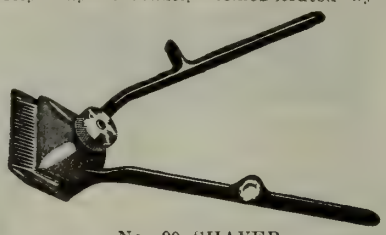
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

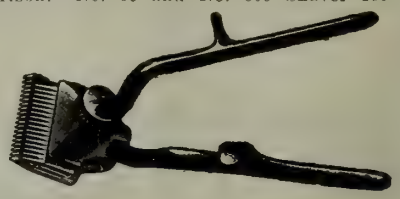
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.

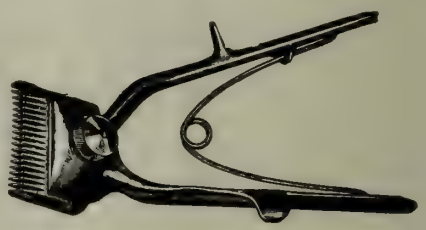


SPEED
Best low-priced Clipper made. Retailing at about $1.00.

IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

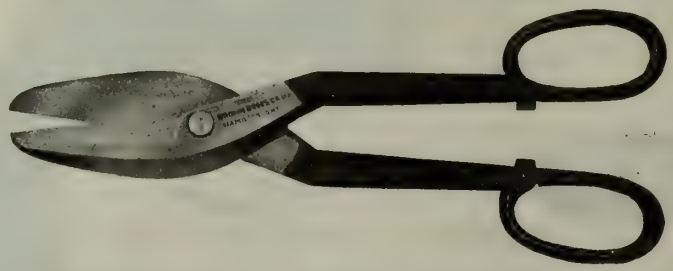
If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

To the Canadian Hardwareman



We manufacture a line it will pay you to push. See if there is not something in this list you can handle.

Tinsmiths' Snips	Punches and Chisels	Gas Firepots
Bench Shears	Hollow Punches	Steel Letters and Figures
Rivetting Hammers	Rivet Sets	Cutting Nippers
Setting Hammers	Gasoline Firepots	Wire and Rod Cutters
Soldering Irons, all sizes	Charcoal Firepots	

In addition to the above we make a complete line of Tinsmiths' and Sheet Metal Workers' Tools and Machinery for handling from the lightest tin to the heaviest Sheet Metal.

Our Goods are Made in Canada by Canadian workmen and Canadian Capital.

The Brown-Boggs Co., Limited, Hamilton, Canada
Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.
Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton

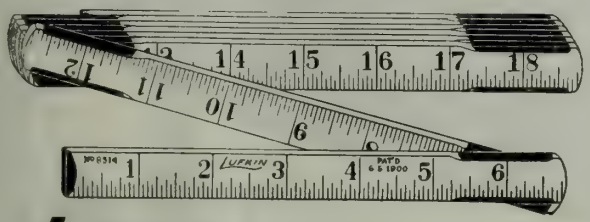
If interested, tear out this page and keep with letters to be answered.

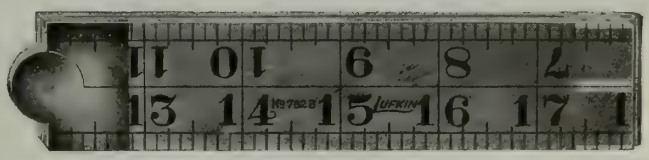
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR ONT.

MANUFACTURERS OF

FOLDING WOOD RULES

SPRING JOINT BOXWOOD





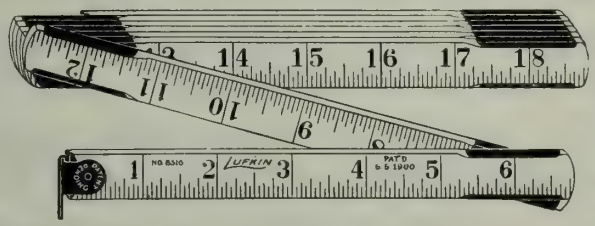
LUFKIN Spring Joint Rules

You see these in use everywhere. Sections made from flexible and tough, straight-grain wood. Joints, Concealed and Riveted styles, are smooth-working, yet rigid or firm, as required to hold up rule properly under all conditions.

LUFKIN Boxwood Rules

Made from highest grade, selected boxwood, properly seasoned and assembled.
Machine graduated by a method which makes the omission or inaccurate spacing of lines impossible. Finely polished and thoroughly inspected.

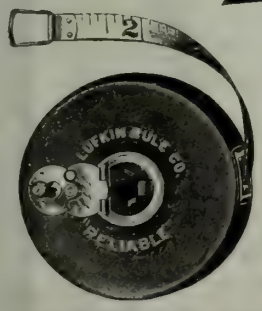
SPECIFY LUFKIN WHEN ORDERING RULES FROM YOUR JOBBER.
WE GUARANTEE YOU ENTIRE SATISFACTION.



SPRING JOINT RULES WITH FOLDING HOOK. Something Entirely New

Just the thing for one man taking measurements out of arm's reach, and handy in taking almost any measurement. Substantial steel hook, which, with a twist of the finger, folds up and remains flush with the edge. Zero point falls at inside of hook when open, at extreme end of rule, same as common rules, when hook is closed.

LUFKIN Measuring Tapes

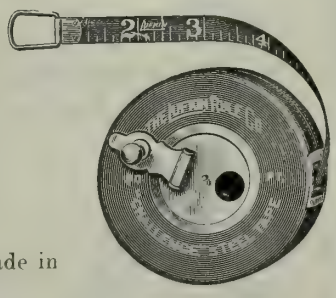


Are the Standard Goods of their Kind.
ACCURATE DURABLE DEPENDABLE

THEY HAVE *Instantaneous* READINGS

The foot number before each inch.
Originated by us.

This is also true of many other noteworthy improvements made in tapes from time to time.

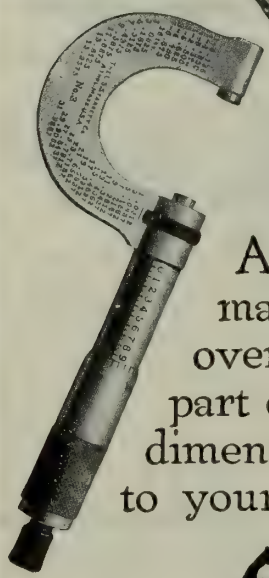


WITHOUT ANY EXCEPTION, YOU CANNOT DO BETTER THAN TO HANDLE **LUFKIN RULES as well as TAPES**

SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR ONT.

If interested, tear out this page and keep with letters to be answered.



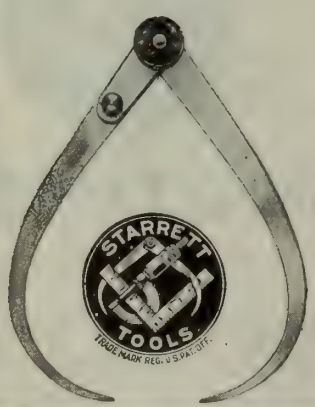
Win the Trade of Expert Mechanics

A machinist knows that when the materials and blue prints are turned over to him it is necessary to do his part of the work in a given time, and that every dimension must be exact for proper fitting. It is to your advantage to carry a complete stock of

Starrett Tools

and Instruments of Precision

These tools in the hands of a skilled workman produce work of the highest accuracy. They are recognized as standard by engineers and mechanics throughout the world.



The store that sells the Starrett line is buying headquarters for this class of trade.

Write for Free Catalog No. 20-MA describing 2100 styles and sizes of fine instruments—steel rules, tapes, squares, levels, hack saws, calipers and dividers, micrometers, gages, speed indicators and many others.

We Deal Direct with Hardware Stores

The L. S. Starrett Co., Athol, Mass.

"The World's Greatest Tool Makers"

London New York Chicago

If interested, tear out this page and keep with letters to be answered.

SAMSON Farm Tools

Perfectly meet the requirements of the most exacting customer.

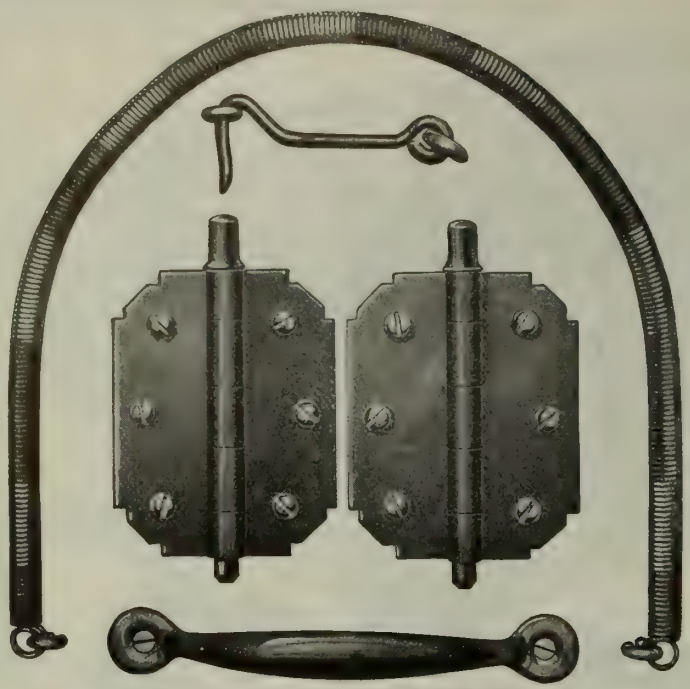
ABSOLUTELY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and keep with letters to be answered.



No. 175 SCREEN DOOR SET

Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

MADE ONLY BY

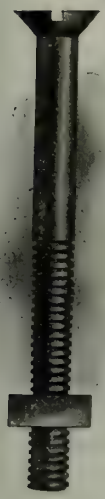
Wm. Newman & Sons LIMITED

BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

THE STEEL COMPANY OF CANADA LIMITED



BOLTS and NUTS

WROUGHT PIPE

"TIGER" WHITE LEAD

THE LEAD WITH THE SPREAD

WOOD and MACHINE SCREWS

STEEL and IRON BARS

WIRE, WIRE NAILS, STAPLES, BALE TIES, PUTTY, SHOT, TACKS, BOOT CALKS, "INVINCIBLE" FENCING, LEAD PIPE, RIVETS

All our products guaranteed. Shipments Prompt.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX

If interested, tear out this page and keep with letters to be answered.

Selling Satisfaction

When you sell a tool that does precise work in the best possible way, you are building a good-will that will pay you dividends as long as you are in business.

MILLERS FALLS
IMPROVED
ACME MITRE BOX

is designed to do the finest and most accurate mitreing, and it has quick adjustments that save the mechanic time. Graduated arc and index supports may be locked at either a positive or intermediate angle. Gauges can be set at any depth desired. Length gauge makes it possible to control the length with accuracy. Slotted support underneath the saw prevents splintering at end of cut. Automatic device holds new guides when raised to highest point and releases instantly.

If you aren't selling Millers Falls tools, send for catalogue and "Millers Falls Book of Selling Helps." They are worth money to any dealer.

Millers Falls Co., *"Toolmakers to the Master Mechanic"*

MILLERS FALLS, MASS.

New York Office—28 Warren Street

Davidson's Frost River Refrigerators

The season is approaching when your customers will be looking for a Refrigerator.

The most sanitary, the most serviceable and the most durable is the Frost River Refrigerator.

It is made of sheet steel galvanized, therefore absolutely rust proof.

The exterior is Japanned a French Grey.

The food chamber is enameled white.

Made in 3 sizes and made to last a lifetime.

Write for Prices.

The Thos. Davidson Manufacturing Company, Limited

Toronto **MONTREAL** **Winnipeg**

If interested, tear out this page and keep with letters to be answered.

SASKATCHEWAN

Where Everyone is Quick to Grasp Opportunities

Hardware Dealers in Saskatchewan

FOR the last few weeks we have been telling your farmers about GRIFFITH'S HORSE SPECIALTIES in little ads. like the one in corner of this page. The results have been so promising that we hasten to tell you about them. Practically all lines are represented in the enquiries but the line that stands out as the one to fill the great big demand is the GIANT ROPE TRACE. It is no cause for wonder when you stop to consider the amount of equipment that is needed to put in the next season's crop, and the very high price of All-Leather equipment.

HERE ARE SOME OF THE ORDERS RECEIVED:

GRAVELBURG.—Enclosed find $4.50, for which send one set of GIANT ROPE TRACES. T. Dokkebakken.

GLADWIN.—I am enclosing $4.50 for one set of Giant Rope Traces.—D. G. Barthwick.

LOVERNA.—Please send me Catalog of Rope Harness, also set of Rope Traces, for which I enclose $4.50, with 25c extra exchange added.—Frank Polley.

SPY HILL.—I am enclosing $4.50, as per advertisement, for one set of Giant Rope Traces.—J. Davis.

SWARTHMORE.—Please send at once, one set of Giant Rope Traces. I am enclosing $4.50, the advertised price.—Jno. Simmonds.

In not one of these cases did we have a dealer to whom we could turn in the orders and we had to make direct shipments.

SPECIAL NOTE.—In order to give prompt deliveries, we are carrying stock in Saskatoon, and while they last we can ship the GIANT ROPE TRACES to Dealers at $3.00 per set. A splendid chance for a good profit on a quick-selling line. The price F.O.B. Stratford is $2.75 per sent.

The following are some recent enquiries which we have received from interested farmers. Can you arrange to follow up any in this list?

ATKINSON, Sask.—Joseph Hirscheilder, V. Ewing.
ALIDA—J. C. Farr.
CARNDUFF—E. Whitehead.
CRESTEVYND—W. Davey.
CRAMERSBURG—Andy Leep.
CANORA—John D. Oldroyd.
ELSTOW—J. T. Payne.
PORT PELLY—J. V. Maclise.
FORT QU'APPELLE—Andy Gordon.
GOODWATER—S. Elwood.
HURDMAN LODGE—Geo. Burwood.
HUGHTON—M. C. Packard.
HARRIS—Edwin Bray.
HEADLANDS—W. W. Walt.
INDIAN HEAD—Albert Williams.
JANSEN—E. A. Tyndall.
KINDERSLEY—Earnest McLean.
KANTENVILLE—Wilfred Moyer.
LANDIS, Sask.—H. C. Clay.
LOCKWOOD LAKE—W. D. Graham.
MOSBANK—Nels Johansen.
PERDUE—Wm. T. Corbin.
RUDDELL—Thos. Roberts.
SEMANS—Kenneth McKenzie.
SENLAC—W. D. McMillan.
SOVEREIGN—Leith Bros.
TATE—Walter Toop.
THACKERY—W. H. Thomson.
TRUAX—Jos. H. Schultt.
VILLE BOUVIER—A. Bouvier.
WISHART—J. W. Vivian, R. P. Waite.
WATSON—Jos. Walby.

G. L. Griffith & Son Stratford, Ontario

If interested, tear out this page and keep with letters to be answered.

Help Your Customers Economize

True economy in building construction is procured by using roofing, siding and accessories which are corrosion-resisting, fireproof, lightning-proof and weather-proof. Such material is

Rust and Corrosion-resisting

TONCAN METAL

Roofing, Siding and Accessories

An inferior material costs just as much to apply as Toncan Metal Roofing, Siding, etc. Then, while you are at it, why not apply material that will reduce your customers' up-keep expense? Toncan Metal will do it. Your customers will appreciate it.

A few uses for Toncan Metal:

Conductor Pipe	Shingles	Skylights
Eaves Trough	Tanks	Blower Systems
Ventilators	Metal Lath	Window Frames

Get this book

The Pedlar People,
Limited
OSHAWA, ONT.
Canadian Distributors

The Stark Rolling Mill Company
CANTON, OHIO
Sole Makers

The Maytag Multi-Motor Washer

Announcement Extraordinary!

What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.
WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

The Clipping Machine your Customers Know and Like is this

Stewart Ball Bearing Machine

Stewart No. 1 Ball Bearing Enclosed Gear Clipping Machine in Operation

It sells to the user in Canada for only $9.25

The only satisfactory machine ever offered at the price.

The QUALITY machine, above all others. You can sell more of these machines than of all others put together. Stewart machines are not thrown back on your hands. They please the buyer and help sell more.

A clipping machine that won't cut, nor continue to cut, is a nuisance. It angers your customer, shakes his confidence in you, and spoils your trade.

That never happens with Stewart machines. That's why every jobber carries them; that's why they add to your prestige for selling **GOODS OF QUALITY.**

If you want the cream of the clipping machine business, sell the Stewart Ball Bearing Machine.

Each year we spend more to help dealers and jobbers sell Stewart machines than the gross sales of all other clipping machine makers amount to. That's real co-operation.

Stewart machines cut keenest and last longest. Each Stewart must satisfy the user, or all money paid out will be refunded.

All jobbers have Stewart machines. Order now, and write us for supply of "Helps to Sell" more of these splendid machines.

Chicago Flexible Shaft Co. 250 Ontario Street, Chicago

If interested, tear out this page and keep with letters to be answered.

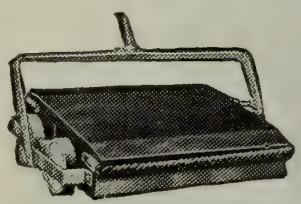
MONEY IN O-CEDAR GOODS

Try the new O-Cedar Deal No. 60 at $16.00.
This is what you get in it.

½ doz.	Round	O-Cedar	Polish	Mops,	cost	$ 5.00,	sells	for	$ 7.50
½ "	Triangular	"	"	"	"	3.00,	"	"	4.50
1½ "	12 oz. size	"	Polish		"	6.00,	"	"	9.00
1 "	4 "	"	"	"	"	2.00,	"	"	3.00
½ "	4 "	"	"	"	"	Free	"	"	1.50

Costs $16.00, sells for $25.50

Circulars and signs included.



The NEW MAISONNETTE CARPET SWEEPER

Just the article for small apartments. Light in weight, easy to handle, yet strong and durable. Case is made of steel, in beautiful mahogany gloss finish, wheels have rubber tires, fine bristle brush, new style quick-emptying arrangement, furniture guard, nickel trimmings.

CAVALIER VACUUM CLEANER

Low in price, strong, effective and durable. Fine mahogany finish case, strong bellows, continuous suction.

COLBORNE ELECTRIC IRONS

New fastened terminals make this Iron one of the best on the market to-day. Beautiful nickel finish. Reasonable in price.

Wholesale distributors.

CAVERHILL, LEARMONT & CO.

MONTREAL

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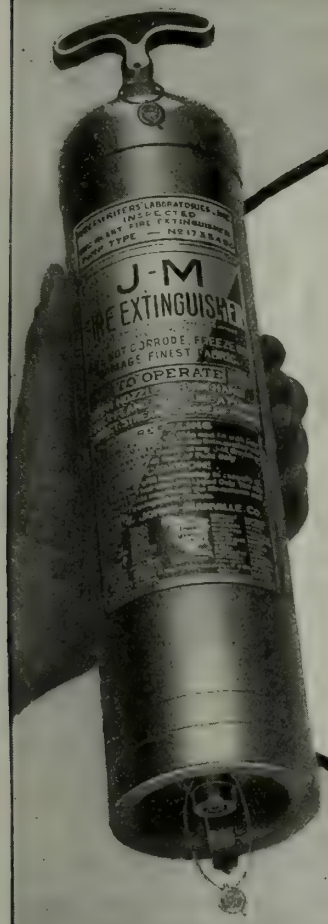


JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

A Safer and More Efficient Fire Fighter

that is gaining much recognition because of an easily apparent superiority in design and in ease, safety and effectiveness of operation.

J-M FIRE EXTINGUISHER

Always ready for instant use. Contents sealed against tampering. Stream is steady—powerful—non-pulsating and though deadly to incipient fires, including gasoline, oil and electrical, is harmless to everything else. Constructed on a principle which permits of efficient use from cramped positions that render the operation of other extinguishers exceedingly difficult.

Inspected and labeled by the Underwriters' Laboratories, Inc., Chicago, U.S.A. To the Trade—We have an interesting proposition to make. Write nearest branch for it to-day.

J-M Extinguisher Fluid is supplied in cans that list at $1.25. Each can contains sufficient liquid to fully charge one extinguisher. Liquid is non-deteriorating.

THE CANADIAN
H. W. JOHNS-MANVILLE COMPANY LIMITED

TORONTO MONTREAL
VANCOUVER WINNIPEG

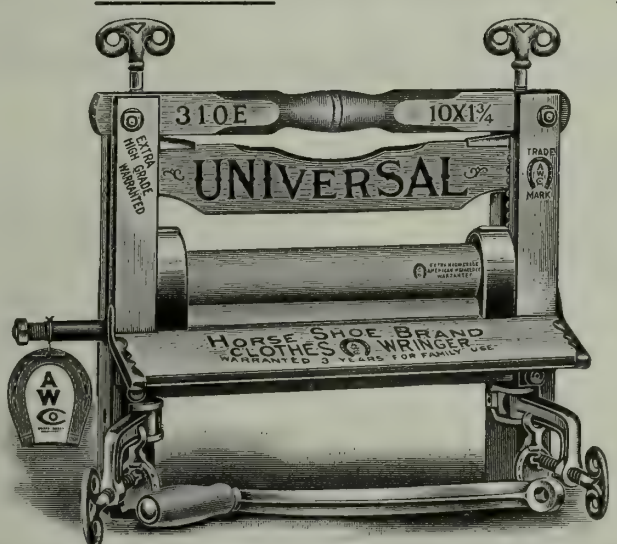
$8 Brass or Nickel Finish
Bracket included.

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

Time to Order
FREEZERS

They are always in season. **THE LIGHTNING, GEM or BLIZZARD** in your window is an index to your business and creates confidence that means increased trade of the highest quality. Any Jobber can supply you.

Be sure to add the **LIGHTNING CHIPPER.** You can sell one to every housekeeper who makes ice cream. Just show them how easy and quickly it chips a block of ice into small, uniform pieces, —how much easier it will be to make ice cream at home.

The Blizzard being a single action Freezer, is cheaper in price and sells well with either the Lightning or Gem.

Let us send you free some attractive window show cards and hangers, or electros for local advertising. Mention the style you are handling.

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

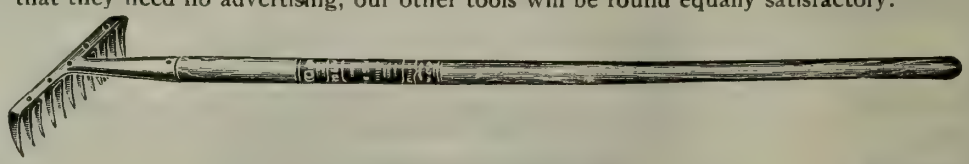
W P
WARD

GARDEN TOOLS

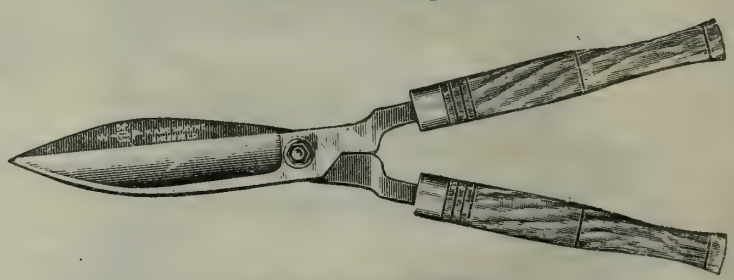
Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order, Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork

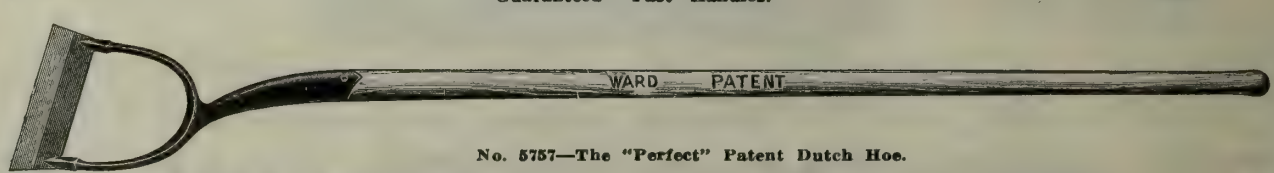


No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

If interested, tear out this page and keep with letters to be answered.

The backbone of a Nation is its people

Trade-Marked goods are the backbone of business. What better backbone could you wish for your sporting-goods department than the popular trade-marked

Dominion Ammunition

It will stand out in your sporting goods department and identify the other sportsman's supplies as being right. It is quality and range of product, linked up with good service and judicious advertising that has made the Dominion trade-mark pre-eminent among Canadian Sportsmen.

Stock up on Dominion Metallics for the Fall trade.
We are able to supply our full line for fall hunting.

Dominion Cartridge Co., Limited
120 St. James Street
Montreal Canada

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Make a Trial of Our

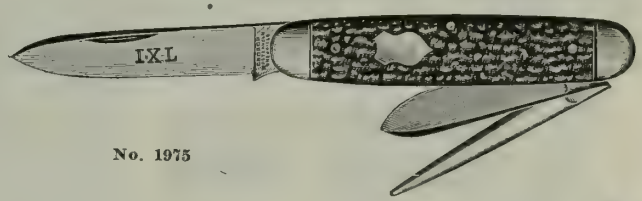
METALLIC CEILINGS

When you buy "M.R.Co." Ceilings, you also secure "M.R.Co." Service. Enquiries referred, advertising cuts and literature supplied, plans, estimates and suggestions given.

We also give you the best made goods that money can buy, goods that save you time in erecting and that please your customers. Write us for catalogue.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

No. 1971C



No. 1975

No. 611

CELEBRATED I·XL CUTLERY

MANUFACTURED BY

GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I.XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

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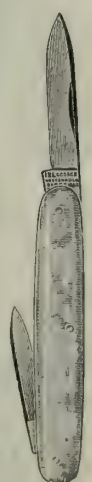
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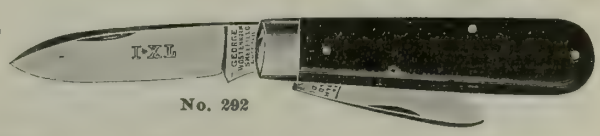

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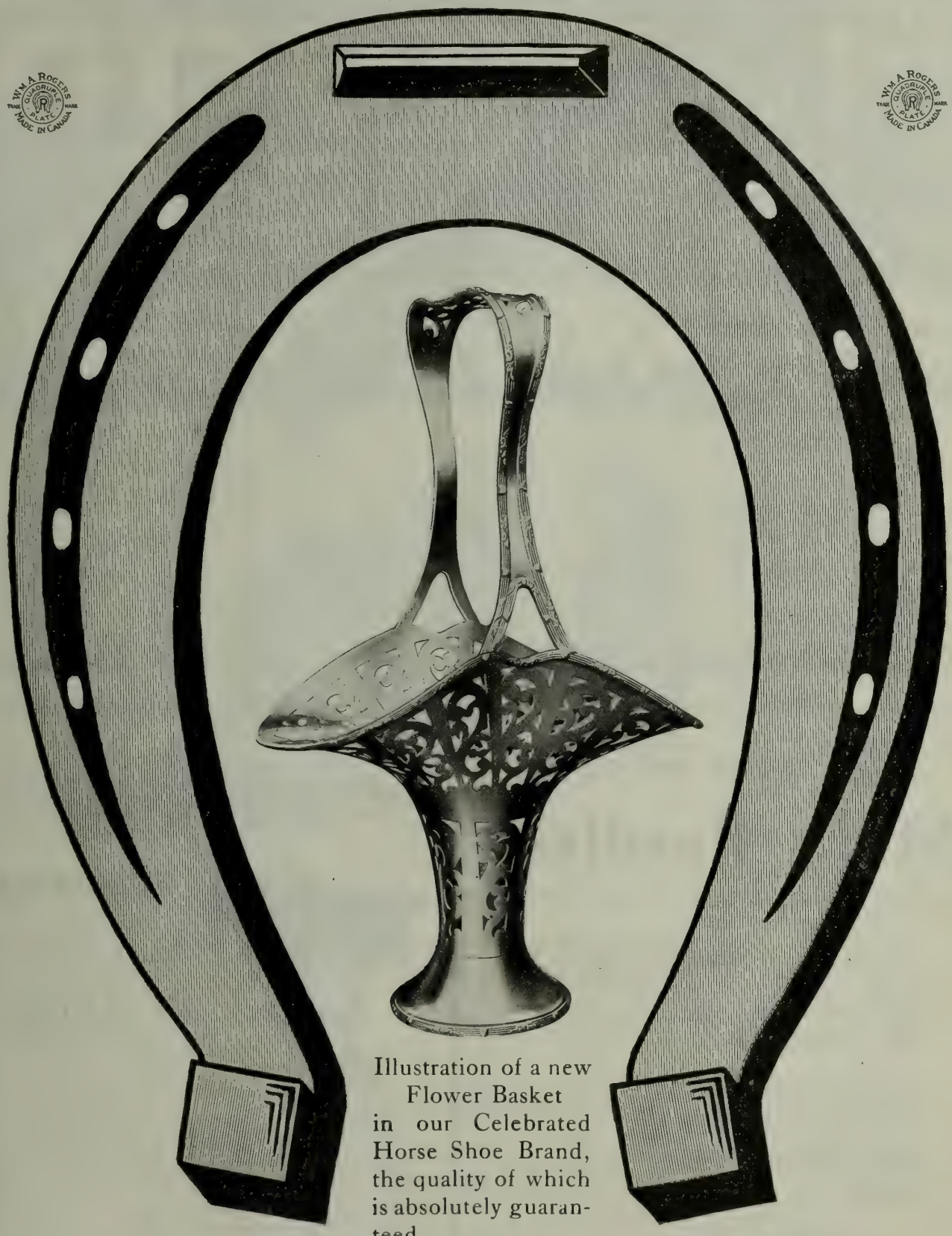

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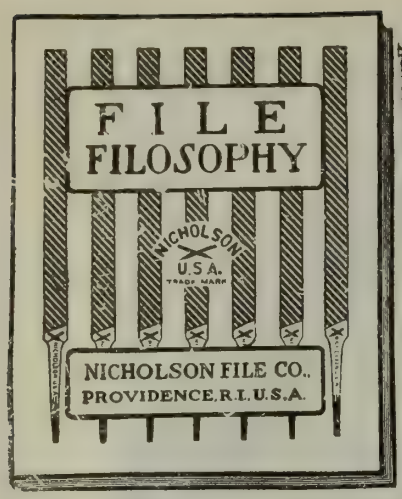

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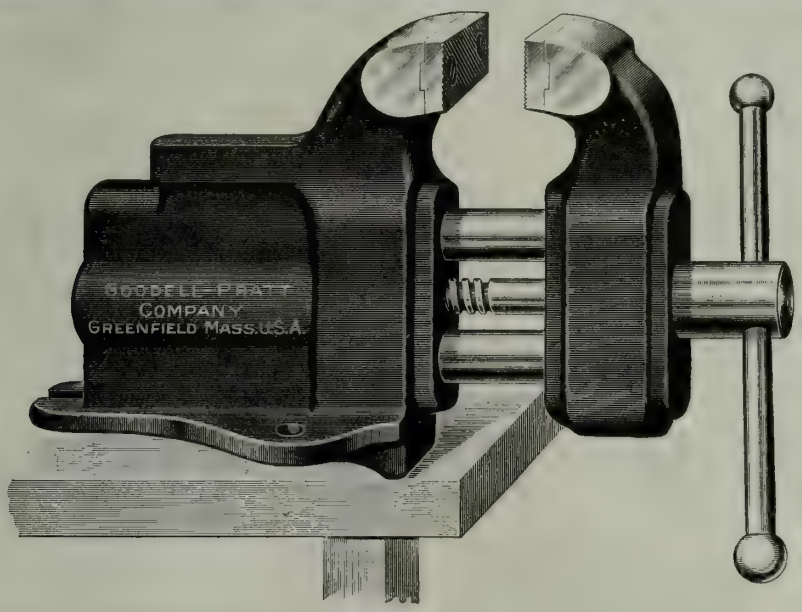

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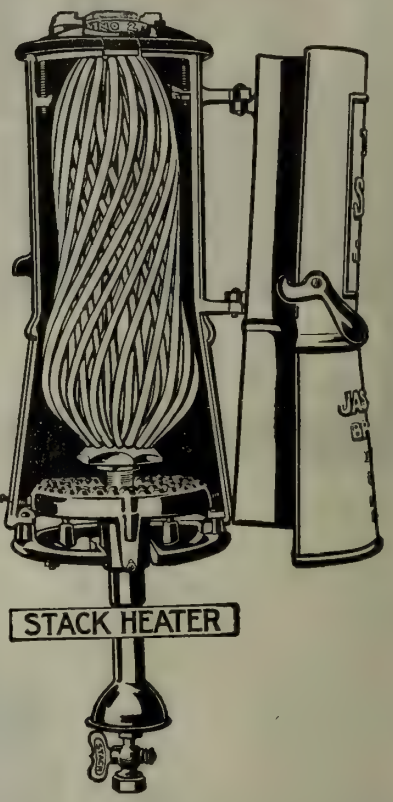

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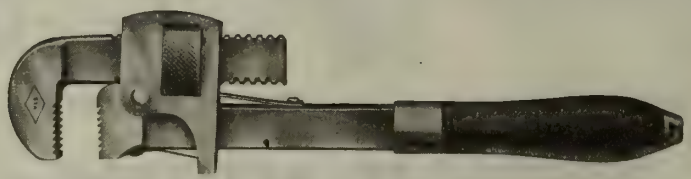

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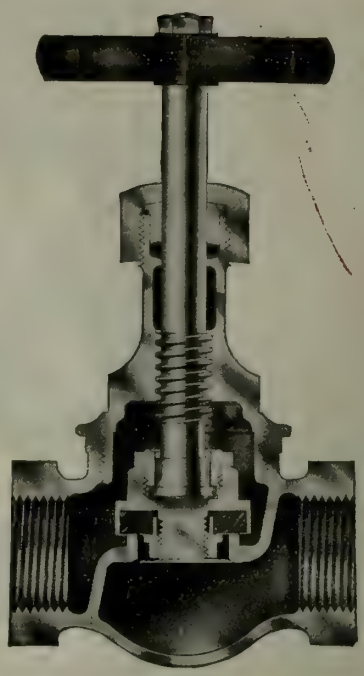

Sectional View
Fig. 106
Standard Pattern
Brass Globe Valve
Screwed

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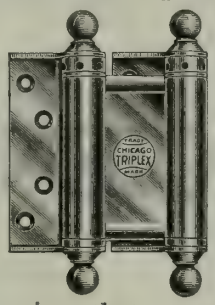

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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol XXVIII. TORONTO, APRIL 1, 1916 No. 14

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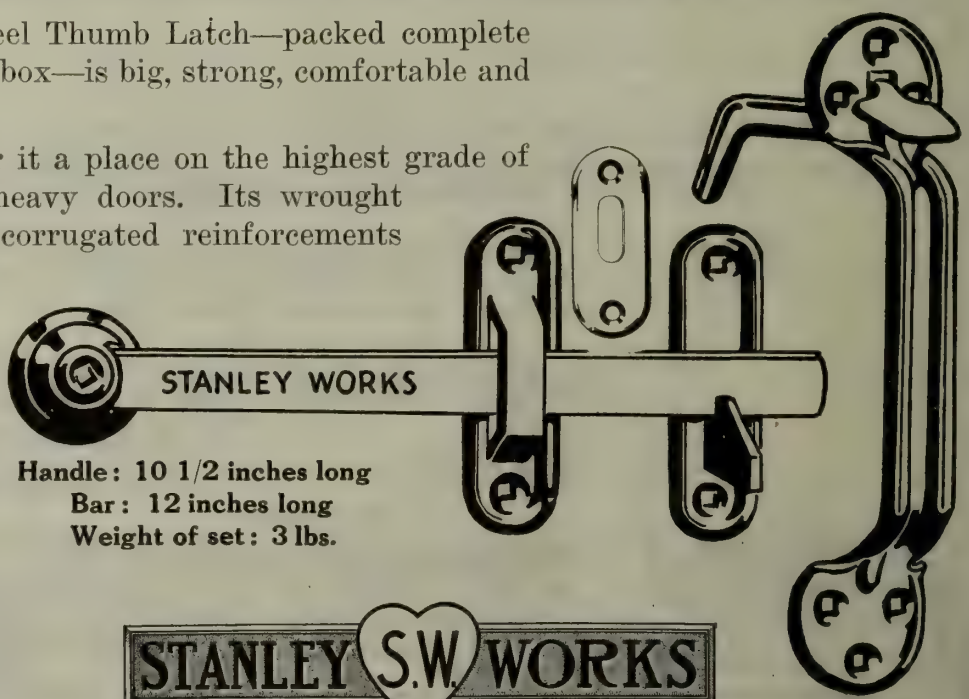

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HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, APRIL 1, 1916 No. 14

Canada's First Toy Conference

Exhibit of Toys Under Auspices of Department of Trade and Commerce Shows Great Possibilities for Canadian Manufacturers—Sir George Foster Present at Opening—Makes Important Announcement

A START has been made in the direction of linking together the various interests connected with the toy industry in Canada for the purpose of developing it to take advantage of the immense field thrown open as a result of the war. A strong organization of manufacturers and buyers was effected at the opening session in the Royal Bank Building, Toronto, and the foundations were laid for a growth that is expected within the next year or two to reach enormous proportions. In other words, Canada in this industry is preparing to appropriate to herself the commerce that lay mainly before in the hands of Germany and to this end some of the industrial methods will be employed that gave to Germany her undisputed supremacy in so many directions previous to the war.

More important than the organization of this one industry, however, was the announcement made by the Minister of Trade and Commerce, the Hon. Sir George Foster, who presided at the conference, that the toy makers might be assured of all reasonable protection that could be granted by the Government in order to prevent the business from passing again into the hands of Germany. This statement was a general one, and may be taken toapply to all other lines of industry, and to include in its scope not only the Government of Canada, but of all the members of the Entente. This statement should set at rest the serious misgivings that have heretofore checked the development of industries not only in Canada, but in Great Britain and all other parts of the Empire.

Annual Toy Fair in Canada

At the Toy Fair not only was there a combined committee of manufacturers and buyers appointed, and organized, but it was decided to hold an annual toy fair, which the buyers from all over Canada, and it was hoped, the United States and Europe, would in time attend. An attempt will be made to have the basis of manufacture brought down to a more definite ground through having orders placed as far in advance of the season of delivery as has been done in the past in connection with the big fair at Leipsic. The manufacturers were impressed by Sir George and by the buyers who spoke with the absolute necessity of delivering goods in time, and also with the strong feeling there was against the turning out of anything in the form of a "monstrosity." Representatives of two of the largest department stores in Canada pointed out to the manufacturers certain definite lines in which their products now were quite up to the mark required and in other cases where some improvement is needed, and a few others where various conditions made it probably impossible for them to compete successfully with outside countries. In this way the wide experience of the buyers will be placed at the disposal of the manufacturers through the conferences of the special committee that was appointed.

View of Room No. 2, First Toy Exhibit o f Canada, showing Fine Exhibit of Dolls. The exhibit of dolls was most creditable.

The exhibits and attendance at this opening fair were alike a surprise to all concerned. The exhibits, which will be described more in detail later, showed a surprising variety of toys and also a very commendable quality. The attendance itself was very close to the 200 mark and represented a large number of buyers from the principal cities of Ontario and Quebec, while several score of manufacturers were represented. The first week of the fair is being devoted to trade and the second week it will be thrown open to the public.

View of Room No. 3, First Toy Exhibit of Canada, showing mechanical toys and design of soldiers in trenches. This latter scene was worked out with great care and minuteness.

Work By Soldiers and in Schools

Some important developments may be expected in regard to the area of manufacture. It is intended to have a certain amount of the work done in the homes, possibly in the schools, and also to bring in the services of as large a proportion as possible of the returned soldiers. Already steps to this end have been taken in connection with the Handicrafts Council of Quebec, which was represented by its president and secretary at the conference.

In his opening address Sir George Foster expressed his pleasure at the cordial response which was made to the efforts of his department.

"Canada possesses every essential for the production of toys, not only for her own use, but for export as well. This matter should be taken into calculation in connection with the work of organization."

Does Not Believe in Monstrosities

He urged the toy makers to think not only of the financial benefit to themselves, but of the human side; they should endeavor that the child life in Canada should not be barren and unprofitable, but should be full of delight.

"I do not believe in toy monstrosities," he said, and was cheered. "Let us keep monstrosities and aimless things out of the toy business." Toys might be made one of the finest fields in the education of the children of Canada. The best kind of amusement for old and young as well does not simply amuse, but invokes something which is higher than amusement. The idea of killing time he would like to see "banished to the lower Hades.

"No man has a business to kill time in this country. Canadian toys should not only amuse, but educate and instruct and have in them also something of a national flavor."

"The making of toys is an industry that might be extended from the factories to the homes and the schools, as is done in parts of Germany and Austria," he said. Work could even be done during the long winter in the farm houses, but care must be taken in all these directions to avoid the growth of sweat shops. There was also great work to be done in connection with providing employment for returned soldiers, and the toy industry opens up great possibilities for this.

Sir George assured the makers that he had received a large number of communications from ladies in Canada, whose interest had been aroused in Canadian toys for Canadian children, and this interest if developed would prove of great advantage to them in disposing of their goods.

P. H. O'Neil brought his 21 years' experience in connection with the toy department of the T. Eaton Co. into his address. He opened by expressing the wish that the tariff could be made so high against German goods that none could be got into Canada after the war, a sentiment which brought enthusiastic applause. He hoped that this was the first of a long series of toy fairs by which toy buyers would be brought to Canada from all parts of the world, and that it would mean that toys previously bought in Germany would be purchased in Canada.

Dolls the Most Popular of Toys

Dolls are the greatest in demand of all toys, he said. The doll industry in Canada had been a decided success and all the parts are now being made here. Some of the heads are made of a secret composition, some of wood pulp, and a third of celluloid. Celluloid dolls have not yet been made in Canada, but other celluloid products were being brought out in West Toronto, and he believed that they could make dolls there of celluloid that would put those bought form-

Group photograph of Sir George E. Foster, Minister of Trade and Commerce, and editors of the Maclean Publishing Company after an interview with the Minister at Canada's First Toy Conference. From left to right are: H. S. Eayrs, editor of "Men's Wear Review"; H. H. Black, editor of "Dry Goods Review"; F. I. Weaver, editor of "Bookseller and Stationer"; G. D. Davis, editor of "Hardware and Metal"; Sir George E. Foster, Minister of Trade and Commerce; J. G. Lucas, associate editor of "Hardware and Metal."

View of Room No. 4, First Toy Exhibit of Canada, showing children's cars, dolls' beds and metal toys.

erly in Nuremburg "clean under in price." (Applause.)

No China or Bisque Heads

"I don't think we can manage china and bisque dolls' heads. These must be imported. It is a matter of a particular kind of sand that is required. There are only two countries that manufacture these—Germany and France. England can, but does not. Her manufacturers were afraid that after the war the business would revert to Germany again.

"We must continue to import these bisque and china heads, but all the bodies should be made in Canada."

Mr. O'Neill believed Canadian manufacturers could obtain the home market and also export goods. Toy furniture and building blocks were being skillfully made in Canada, and rocking horses with steel frames and papier mache bodies. He complimented the makers on the success of this line.

So far as mechanical toys are concerned the dies for making these are costly. Some are being turned out by Canadian manufacturers, but the only nation that could do so successfully he thought were the Japanese, where 10c of labor represents practically $1 in Canada. The Japanese prices on these goods, however, were going to advance 25 per cent.

In toy pianos, he thought, that the piano manufacturers could use their waste material for this. Toy bugles and trumpets have been made successfully in Canada, and he thought that mouth organs could also and there is a great demand for these. Toy sewing machines could be made in Canada, but not the cheap ones.

Sugar toys should be made here. There was a difficulty from the fact that the steel moulds for these had been made in Germany, but it was suggested that moulds could be made of wood pulp and he asked that the pulp men in Canada carry on experiments along this line.

Mr. O'Neill gave some practical suggestions to manufacturers in conducting their toy business.

Methods for Manufacturers

First.—German toys were never brought out in quantities until orders for these were taken in advance. The Leipsic Toy Fair was held on the first of March, and orders were received here before the goods were turned out. This should be the system in Canada. This would greatly minimize the risk of the manufacturer and it would be easier to interest capital with a sale assured before the goods were manufactured.

Second.—Manufacturers should ascertain exactly the cost of production and allow a reasonable profit. Two mistakes were frequently made by toy makers—one that the prices were too low, and the second that the prices were too high. The evil effects of both were obvious.

Third.—The manufacturer should deliver his toys on time. "Nothing kills business more quickly than the failure to deliver on time. If you deliver on time you get your money and possibly a repeat order. It is far better to be a week too soon, than one day too late."

Dealing with work by children, Mr. O'Neill thought that although the movement in Germany lately had been more towards factories, that children could work one or two hours a day. The toy industry could be carried on to a certain extent in the country during the winter.

Mr. Burton, of the Robert Simpson Co., who also has had a large experience was also very practical in his suggestions.

The toy makers of Canada, he said, should strive for perfection in form.

"My experience is that a monstrosity is not a seller." "A thing of beauty is a joy forever," was never more true than in connection with toys.

Plush and Felt Animals

"A large field lies before the Canadian toy maker in plush and felt animals, but attention must be paid both to the style and to the stuffing. Mere size is not valued by the child in the stuffed toy."

Musical toys, could, he said, be gotten out in Canada.

A very interesting statement was made by the president of the Canadian Handicrafts Guild of Montreal, Mr. Doble. It was in Quebec, he said, that the first attempt to plug up the hole against Germany was made, and he hoped it would be so well plugged up that no more German toys would come into this country.

Some very interesting statements were made by Mr. Doble as to the ready response made by the public to the toys that were turned out by the Guild, and also to the surprising ingenuity shown by the children of Quebec in devising new toys. A competition had been held last Sept., and a second one is being arranged for May. All of those shown by the Guild were handmade toys, and arrangements were being made for lecturers to go around to the different centres instructing the people on methods of toy making.

Mr. Doble also recommended the making of toys by returned soldiers.

"Perhaps this movement marks the passing of outrageously expensive toys in Canada," he declared. "We are teaching our people to live on a more moderate scale, and should accustom our children to get rid of extravagant ideas in toys such as they have had of late." He concluded by inviting the toy people down to Montreal after they had been set up in Toronto, "especially after it goes dry." (Laughter.)

Just as the conference closed a short statement was made by Sir George, sum-

View of Room No. 1, First Toy Exhibit of Canada, showing Children's Sleighs and other articles.

ming up the points dealt with by the various speakers.

"No man but the finance minister can tell what the duty on toys will be," he said, "and he never tells before he delivers his budget speech."

Promised Tariff Against German Goods

"But, you may depend on it, that the British Empire has had its eyes opened with reference to a war campaign that has been going on for many years under the guise of a peaceful movement." The Germans were getting the domination wherever it was possible with a view of being masters in the end. The British Empire had not understood this movement, but it did now.

"You may depend upon it that so far as anything reasonable and necessary will be done to guard against an unreasonable invasion of our economic system, and our productive interests will be looked after and guaranteed by the Government." He did not think that any attempt to veto action taken by the Imperial Government would be made in Canada.

He assured the toy men that the industry would be aided by the Government "to every reasonable extent," and he felt they did not want it supported to an "unreasonable extent."

This statement was necessarily somewhat indefinite, but contains a guarantee that there will be an arrangement made by all the Allies that would make it impossible for Germany to secure the domination she had previously in industrial circles and that reasonable protection would be given for the development of industries in this and other countries.

Sir George concluded by stating that the war had taught Canadians that there are many opportunities lying close to their door that they had not thought of before. "So many little things, spread over a country, become big things." They should mobilize their forces for the saving of waste and the increase of efficiency.

Committee Appointed

At the afternoon section the following committee was appointed for organization purposes:—Manufacturers: J. M. Appleton, John H. Chantler, J. E. Alain, M. E. Cone, L. V. Dusseau, Arthur Reede, F. W. Robinson, J. M. Woods, J. A. Wade, G. W. Botsford; and buyers, P. H. O'Neil, Chas. E. Speiran, L. C. Fortin, T. G. Ireland.

The convention was addressed also by T. B. Kidner, secretary of the Military Hospital Commission, to describe the work which is being done for 1,300 soldiers already in convalescent homes in Canada. Efforts were being made to provide some vocational training for these men.

Showing Toys at Fall Fairs

An effort will be made to have certain space set aside at the Canadian National Exhibition in Toronto each year for the showing of Canadian toys and also at a number of other of the larger fairs. In this way it was felt that the people of the country would have an idea of just what is being done and that this would help to popularize the products of Canadian industry.

Four large rooms on the eighth floor of the Royal Bank Building were completely filled with the exhibit. One of the notable features about many of the Canadian-made toys was their appearance of durability when compared with the German-made toys. There was an exhibit of German made goods for the purpose of comparison. In price the Canadian manufacturers will be able to meet the former German prices on some lines, and in looks and lasting qualities will be far superior. In appearance the German toys looked as though they were built to last a minute or two in the hands of good healthy children. On the other hand the Canadian-made goods impressed one with the idea that they would stand a lot of rough usage before they yielded up the ghost and were relegated to the scrap heap.

Some New Lines

Some new ideas were exhibited perhaps for the first time. They show in a measure the practical bent of the Canadian mind, and give evidence of the desire to see that the children are learned to be builders in their playtime. One of this class of toys is being exhibited by a Toronto firm in their manual construction building sets. From these small building slats it is somewhat surprising to see the number of houses, elevators, bridges, forts and towers which it is possible to erect. Another is a new mechanical wood toy which will be put up in small tin boxes in a take-down form, but which is capable of being put together in many different varieties of toys. For instance, there are the merry-go-rounds, the squirrel cages, the happy-go-rounds, the windmills, the turbines, wrecking cars, drawbridges—all of which can be made from the one set. They are made to be sold at a reasonable price.

EXHIBITORS AT TOY CONFERENCE

THOS. DAVIDSON MANUFACTURING COMPANY, LIMITED, Toronto.—Tin drums, doll trunks, beach pails, horns, enamelware sets for children, sand shovels, tin horses, dustpans, tin banks and picture cups.

HENRY WISE WOODENWARE COMPANY, Palmerston.—Flexible coasters, coaster sleds in 22 styles, swing chairs, croquet sets, kindergarten tables and baby cutters in a large variety of designs.

VICTORIA TOY COMPANY, Victoriaville, Que.—Children's toy dressers, bookcases, chiffoniers, in the natural grain wood, white enamel, paint and fancy designs. There were also rocking horses, rocking chairs, children's secretaries and writing desks, tea tables in yellow oak, white enamel and fumed oak, dolls' beds, building blocks in boxes with pictures.

GENDRON MANUFACTURING COMPANY, Toronto.—Toy wheelbarows, go-carts, dolls' cradles, sleighs, swing sleighs, bob-sleds, velocipedes, doll carriages, in white, grey, brown wickerware; children's foot automobiles in red, gray and black colors, some of the designs being quite fancy; combination baby chair and table with counting beads.

CANADIAN BUFFALO SLED CO., LTD., Preston.—Wagons, sleds, Quebec baby sleighs, rubber-tired artillery car, army service cars, children's rockers and morris chairs.

DOMINION TOY MANUFACTURING CO., LTD., Toronto.—Dolls in great variety—boys in khaki, Highlander boys, country lassies, Red Cross nurses, boys' Indian suits, building blocks, dominoes, sailing ships, target and darts.

UNITED STATES MADE ARTICLES.—For the purpose of comparison, toys manufactured in the United States were also on exhibit. These comprised scenic railways with cars and engines, yachts, rubber dolls, balls, whistles and little three-wheel kiddies' car, together with dolls.

FRENCH DOLLS.—A very fine exhibit of French dolls were on display, also for the purpose of comparison. These little make-believes were dressed in very artistic costumes. The dolls too showed the result of many years' experience in their manufacture.

GERMAN TOYS.—A big variety of toys made in Germany was displayed for the purpose of making a comparison. There were horns, tops, harnessed horses, enamelware sets, yachts, engines, cows, mules, lions, sheep, rocking horses and dolls. There was a general cheapness about the look of these toys. They had the appearance of being thrown together simply to get the money. Apparently there was no attempt made at durability. They looked like shoddy articles of an insubstantial nature.

NATIONAL TOY & NOVELTIES, LTD., Toronto.—This firm manufactures in all about thirty different styles of dolls of the unbreakable type, in khaki lads, Red Cross nurses, Highlander lads, sailor boys and Red Riding Hoods. Their display of dolls were quite extensive. They also manufacture a line of doll veranda hammocks.

SOREN BROS., Toronto.—A large variety of metal toy drums in various sizes.

CANADIAN CONSOLIDATED RUBBER CO., LTD., Montreal.—Baby's whistles, toy water bags, rubber bathing caps.

GENUINE PANAMA HAT COMPANY, Toronto.—Display of dolls' hats.

SLAVIC TOYS.—A display of toys used by Russian children was loaned for the occasion by Rev. Dr. Pisek, pastor of Jan. Hus Church of New York City. The variety of the assortment was not extensive and comprised such things as soldiers, swords, little farm lassies driving geese to water. The articles were few and simple in construction.

DAVID SMITH ENGRAVING & LITHOGRAPHING, Toronto.—Games entitled "Fighting with the Allies," and "Hunting the Huns."

TIP TOP DOLL COMPANY, Toronto.—Display of dolls in quite a variety of costumes, such as jockeys, soldiers and clowns.

COPP, CLARK CO., LTD., Toronto.—Games such as checkers, Ups and Downs, cribbage and an assortment of various flags.

JOHN A. CHANTLER & CO., Toronto. — Manual construction building sets, trimmed doll beds, celluloid rattles.

SHIMAMURA CO., LTD., Toronto.—Variety of Japanese-made toys.

RELIANCE TOY CO., Toronto.—Steel aeroplanes, derricks, ferris wheels, dredges, semaphones and bridges.

EMERY MANUFACTURING CO.—Toy cruisers, dreadnaughts, building blocks, toy guns and games.

McFARLANE LADDER WORKS, Toronto. —Rocking horses, go-carts, Teddy bears, wheelbarrows, express wagons, dolls' tea sets, aeroplanes.

(Continued on page 50.)

Meeting Mail Order House on Stoves

Revolutionary Methods Adopted by Stove Firm as a Result of Severe Mail Order Competition—Why Do Mail Order Houses Prosper?

THE announcement by the Gurney Foundry Co., Toronto, of an entirely new sales policy on stoves and ranges, created to meet conditions which have developed with alarming rapidity during the past few years, is an indication of the seriousness with which one of the largest stove manufacturing firms in Canada views the mail order menace. The new policy of this company is revolutionary as far as the stove trade in Canada is concerned. In the first place a scale of prices has been determined, applying to every domestic stove or range. By this plan the smallest merchant, who buys only a limited number of stoves will secure the same price as the largest buyer. This means one price to all, without exceptions.

The company has also decided on resale prices applying to the same stoves.

The resale prices will be for goods delivered in the East, and f.o.b. Winnipeg, Vancouver, and f.o.b. for the West. The resale prices are for cash, but the hardwareman can make additional charges for credit, cartage, setting up, etc.

Provision has been made to meet the common form of mail order competition in the way of leaders. By following these plans the company aims to place the small merchant in a position to compete favorably with his large competitors.

Catalogues have been issued by the company featuring domestic stoves and ranges in three editions, one for the East and two for the West. Resale prices on these lines will be featured in the catalogues together with illustrations and description of the goods. An effort has been made to make the catalogues up in such form that they will be more interesting to the consumer than the stove sections in any of the mail order catalogues.

The matter of mail order competition has during recent years been a serious problem for retail hardware merchants especially those in the smaller towns throughout the Dominion.

At practically every gathering of retail hardwaremen during the past few years, the question of mail order competition has been brought up for discussion. Many merchants have complained bitterly about the severity of the mail order competition. Others are doing their best to meet the competition of the mail order houses and in a good many cases are meeting with considerable success.

The mail order house makes a regular practice of running leaders which are quoted at exceedingly low prices. It is on these leaders that the buying public quite frequently make their comparisons, even though the low-priced article is not the one which they wish to purchase.

Outside of the leaders the mail order houses as a rule have no better values to offer than the retailer—in fact the latter can very often supply a superior article at the same price or lower than the mail order house.

Why then, do the mail order houses meet with such great success? One of the principal reasons is that the mail order house always puts up a definite proposition—always gives a description of an article, usually accompanied by an illustration, and what is probably most important, always quotes a price.

The recipient of a mail order catalogue can always tell at a glance, exactly what price is asked for an article. A great deal of the success of mail order houses is undoubtedly due to the fact that the price is always quoted and there is one price to all. The mere fact that the mail order houses boldly quote their prices in large plain figures creates such a feeling of confidence in the minds of prospective buyers, that they feel the prices quoted in the catalogue must be right. They, therefore, send along their cash, money orders and cheques, amounting to many millions of dollars every year, and calmly wait from a week to three weeks for the goods.

The mail order houses are going ahead

(Continued on page 50.)

Did the Mail Order House Ever Do This?

DID you ever hear of a Mail Order House setting up a stove in a customer's home?

DO YOU know that it is often a matter of weeks before the mail order house makes delivery?

DO YOU know that the mail order stove often arrives in a broken condition, thus necessitating much red tape with railway officials and a great loss of time, often when the stove is most needed?

DO YOU have a look at a mail order stove before you buy it?

IF THE mail order stove proves defective, who do you have to appeal to? —A mail order house many hundreds of miles away.

IF THE mail order stove becomes rusted or badly marked in transit, who shines it?

DO YOU see a mail order stove before you send your money?

WHO UNCRATES and unpacks the mail order stove, puts the parts together, fits the joints and tests the stove to see if it is in perfect working condition?

WHAT DO you do when you want repairs for a mail order stove?

CAN A mail order house render on-the-spot service?

WHO FITS the pipes for the mail order stove?

DOES THE mail order house haul the stove from the station, sign for the stove in good condition, unpack it, mount it, and see that it is free from defects before it is delivered to you?

DOES THE mail order house help to build up your community?

DOES THE mail order house contribute to the support of local schools, churches and public institutions?

DOES THE mail order house employ any of your fellow townsmen and thus enable them to support their families?

DOES THE mail order house buy anything from the other merchants of the town?

IF YOU want to buy a stove, ask yourself the above questions and then come down to our store and let us talk it over with you.

The above panel, which originated in Hardware and Metal's office, has during the past year been used in dozens of advertisements, catalogues, etc., issued by retail hardwaremen. It was also gotten out in circular form by a stove manufacturer, and widely circulated in the Dominion.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, APRIL 1, 1916 No. 14

FINED FOR MISREPRESENTATION

THE annual report of the inspector under the gold and silver marking act, shows that during 1915, fifteen offenders were brought into court, all of whom were found guilty and fined. Classified there were 2 department stores, 7 retail jewelers, 2 manufacturers' agents, 2 auctioneers, 1 druggist, 1 traveling optician.

The punishment meted out to the auctioneers was a fine of $400. It is hoped that this will deter many from coming into Canada with large quantities of inferior jewelry, silverware, watches, etc., and renting a store previous to Christmas, doing a big business by misrepresenting goods, and then getting out immediately after the Christmas trade is over.

The manufacturers' agents who were convicted, were endeavoring to sell goods in Canada, made in the United States, and bearing the reputable marks of Sheffield.

The seven retail jewelers were all prosecuted and convicted for offering for sale wedding rings made by themselves and marked to be from two to three karats finer gold than they actually were. A very significant statement in the inspector's report is the following:—

"The departmental stores are prone to offend through their advertisements in the daily press by exaggerating greatly the merits of the articles advertised, and in many cases misrepresenting them. It is only in such cases where there is deliberate misrepresentation of quality that the Act is enforced."

That some department stores in their newspaper ads. greatly exaggerate the merits of the articles advertised is a statement that cannot be denied. Gross misrepresentation is carried on to a remarkable extent and HARDWARE AND METAL has on many occasions directed attention to the unfairness of the practice. The enforcement of the "Gold and Silver Marking Act" has been greatly facilitated by the amendments to sections 13, 14 and 15 that were assented to April 15, 1915. Of the fifteen offenders brought into court, fourteen were tried summarily, as the Act now provides.

TOY INDUSTRY A PROMISING ONE

ONE of the results of the conference and exhibition of toys by Canadian manufacturers referred to elsewhere in this issue will be to demonstrate the excellent promise which the industry has. Great interest has been taken by large numbers of people in the display which has been organized under the Department of Trade and Commerce and which is being held in Toronto. Canadians are confident that the manufacture of many lines of toys can be carried on in Canada just as well as in Germany. From the quality and variety of toys exhibited, there can be no doubt about this. In almost every case where Canadians have turned their attention to the manufacture of toys they have been able to turn out an article equally as good and in many cases superior to the foreign-made product. There is some substance about the Canadian-made toys. German goods seem like flimsy, shoddy articles in comparison.

Excellent progress has been made in the toy-making art in the short period of time that it has been given attention. In the making of dolls the foreign manufacturer has had many years of experience. After only six months on the work, Canadian manufacturers are turning out goods that will bring delight to the hearts of the doll users.

It is characteristic of the Canadian-made goods that they appear durable. It is stated the prices on most lines will be equally as low as those formerly charged for German toys. The exhibition has been a revelation to many. Credit is due the Department of Trade and Commerce for helping to focus attention on an infant industry by the organization of such an exhibition. Canadian manufacturers should not be content until they are able completely to supply the local market. If the quality of their goods is maintained, they should in time be able to reach into the export market.

MONTREAL'S CLEAN-UP CAMPAIGN

MONTREAL is going about the clean-up and paint-up campaign in a proper spirit. The city has set aside the week between May 14 and 20 as the time for civic housecleaning. Prizes to the value of eighteen hundred dollars are to be given for the best kept yards, lawns and gardens. It will be the aim of the Civic Improvement League to get the school children as well as the grown-ups interested in the movement.

It is an appropriate time for every city and town throughout Canada to get this movement under way. Hardwaremen should use their influence in their own bailiwick to start the ball rolling. They stand to benefit greatly by all paint-up and clean-up movements. It will, in addition, make your home town a pleasanter place in which to live. This is a movement which bids fair to grow with ever-increasing rapidity in Canada. Could we have any better national ideal than that Canada should be known as a country with clean, bright towns and cities?

AN ANNUAL TOY FAIR

ONE of the results of the toy conference held in Toronto this week was the decision to hold an annual toy fair. A combined committee of manufacturers and buyers has been organized for the purpose of carrying out this project. Ambitious projects are in mind. It is intended that the buyers from all over Canada shall attend this fair annually. In time it is hoped the buyers even from the United States and Europe will find it to their interest to attend.

There is no doubt but that the toy manufacturers of Canada can hope to cater to this wider field in the manufacture of these articles. One of the notable features of the exhibition was the practical and substantial nature of the Canadian-made toys. They had every appearance of being all wool and a yard wide, to use a stock phrase.

It is stated that the manufacturers of Canada will be able in many cases to meet the prices of goods formerly made by Germany. With the double attraction of well-made articles and reasonable prices the Canadian manufacturers can with good reason look forward to an ever-extending market.

A TARIFF TO PROTECT TOY INDUSTRY

AT the toy conference held in Toronto this week, Sir George E. Foster, Minister of Trade and Commerce, assured the toy makers of Canada that they could feel confident that all reasonable protection would be granted by the Government to this new industry. The makers have interpreted this as meaning that a tariff sufficiently high will be imposed on foreign-made goods to keep them out of the Canadian market. This assurance is timely and will give the manufacturers confidence to press forward in the development of the industry.

While this assurance has been given toy manufacturers should see to it that the tariff wall is not made a barrier to hinder the development of the industry or to secure higher prices than will represent a fair profit to the manufacturers. Once this industry is properly under way in Canada there is a field sufficiently large in the present and future to warrant the manufacturers having a conscience in the matter of prices and in giving the best article possible for the money.

CATALOGING THE COUNTRY

UNDER the heading "After the Business" a Western Ontario weekly paper contained the following item recently:

> There was a dray-load of —— and ——— catalogues, 11 bags, distributed at the Post Office here this week and taking advantage of the local parcel post rate, each catalogue took 6c postage. The big mail order houses by quoting descriptions and prices of all goods, and by liberal advertising, make strenuous efforts to extend their business and are not afraid to spend liberally to do so. More extensive, and intensive instead of general, advertising by local merchants, would do much to combat this opposition, for in many instances home merchants sell the same goods just as cheap or cheaper than the mail order firms, and if they were priced and described locally, the public would ever be more ready to patronize home trade exclusively.

This is but a sample of the story which practically every weekly paper throughout the country could tell if the facts were known. These catalogues are sown broad-cast by the big mail order houses and are taking the cream of the trade from many districts—that is the spare cash in hands of the consumer—and leaving the skim-milk for the home-town store. This is something that shouldn't be and the merchant is probably just as much to blame as the person who sends away for his goods. What is required on the part of every country and small-town dealer is an aggressive campaign that will ensure the business staying where it belongs. Just as soon as the mail order house finds a non-responsive public, just so soon will it discontinue spending good money on catalogues.

The secret of the success of the catalogue—it is really no secret—is this method of minutely describing and pricing the goods it advertises, combined with a number of "leaders" at which the public bite. Let every merchant study these catalogues himself and he will find ways and means to neutralize their influence.

Why Saskatchewan Opposes M.O. Tax

Would Not Remove the Difficulty, the R.M.A. Executive Claims — Catalogue Houses Would Then be on Same Footing as Retailers and Would Take Advantage of This Fact in Their Advertising, Declares Secretary

By F. E. Raymond, Secretary Saskatchewan Branch, R. M. A.

RETAIL merchants for years have been agitating and advocating that mail order houses be taxed, either on the business done or a small tax placed on each catalogue, with the object of having them help to support the community from whence they draw a considerable portion of their business.

The Dominion Board of this Association at Toronto have on one or two occasions been asked to institute legislation with this object in view, but on considering the question from all sides they have always felt that such taxation would not meet the case.

Recently, however, the Manitoba Board of the Retail Merchants' Association announced their intention of calling upon the Manitoba Provincial Government to cause legislation to be enacted re this, and in consideration of the many requests received at the office of the Saskatchewan Association our provincial executive held a meeting at Regina to discuss whether Saskatchewan should apply for the same legislation.

Every retail merchant is familiar with arguments as to why this should be done, but very few of them have heard the opposite side of the case, or considered whether the proposed taxation would provide a remedy.

The Saskatchewan provincial officers have given this question very serious consideration, and have the views of authorities on the subject, not only in this country, but in the United States as well, and as a consequence came to the conclusion that taxation would not meet the case.

This decision being published in the newspapers, caused much adverse criticism to be directed against our provincial executive. Some merchants apparently are laboring under the impression that the discussion held was final and settled the question. That, however, was not the impression that was intended to be conveyed. The discussion was quite an informal one, and in any case such a weighty matter would have to be dealt with at the annual convention, it depending entirely upon the resolution passed there whether such taxation be asked for in Saskatchewan.

While admitting that it is only right and fair that a mail order house help to support the community wherein it does a large portion of its business, at the same time, while we are seeking a remedy, we might as well get the right one, and in our opinion taxation would not apply.

F. E. RAYMOND
Secretary of the Saskatchewan Branch R.M.A., who gives views of Executive on taxing mail order houses

Local Merchant Must Exist

The local retailer is a necessity to any community. He pays his taxes, and contributes to the various causes of the neighborhood, either in material subscription or in personal interest. His stake in any district is identical with that of the producer, or any other mail order buyer, and he is quite as susceptible to the conditions of his particular district as any one else; and the values he gives do not vary a great deal from those of the large mail order firms when incidental expenses and delays are taken into consideration, so that the catalogue buyer is really no further ahead in actual saving, to say nothing of the direct loss to the community through his money being sent to the distant points.

One of the principal features a mail order house has to contend with is overcoming the natural prejudice of any person to buying goods without first seeing them, and to forwarding his money on trust. The only way these prejudices are overcome is by extensive advertising and offering catchy leaders; but even then there are hundreds of persons who have a conscientious objection to sending their money away from home for goods that can be obtained from the local retailer, on the grounds that the retailer as a convenience, and as a market for produce, and as one who extends accommodation in time of need, is entitled to a consumer's cash, as well as his credit business.

What Catalogue Houses Would Do

If a mail order house were taxed a nominal sum it would place them well on the way towards overcoming this prejudice, as they could attractively advertise that they were paying taxes for the privilege of doing business with the person reading the catalogue. In this respect alone the increased advertising power would far more than offset the comparatively small amount paid in taxes.

The taxes in any case would be added to the cost of doing business, so that it would make no appreciable difference in the price of the catalogue house goods, and those of the local merchant. To make a noticeable difference a larger tax would have to be imposed, and in our opinion this could not be done as it would be class legislation.

Another big point to contend with is the opposition of the farmers. The farmer through his association is now a power to be reckoned with, and he is bitterly opposed to the taxing of the mail order houses. These two points alone are sufficient to show that the proposed taxation would not provide the desired remedy, as a country merchant depends wholly on his farm trade for support. If he antagonizes his trade it is only driving it into the enemy's camp.

It is to be regretted that a number of merchants who adversely criticized our executive should do so until they had given the subject thorough consideration and had looked at it from all sides. The association is not passing up anything that would enable them to better meet the mail order competition.

Various plans will be discussed at the forthcoming convention, any one of which we are convinced will provide a much better remedy than would taxation, even if this could be enacted.

Far better would it be if country merchants would to a certain extent adopt the methods of the catalogue houses and cater better to their customers. For one thing, advertise more, bring their business as far as possible down to a strictly cash basis, and if they do give credit

(Continued on page 46.)

EVENTS IN THE TRADE

Obituary

Montreal, Que.—The death occurred here of Arthur Conmire, dealer in hardware and stoves.

Ontario Incorporations

Hodgson Bros. Chemical Co., Ltd., capitalized at $200,000, head office, Lindsay, Ont., to impart, manufacture, distil, methylate and deal in chemicals, spirits, etc.

Many Employees Enlist

The Taylor-Forbes Company, of Guelph, hardware manufacturers, has given no less than 109 of its employees to the forces of Canada. The number comprises men from the office staff to laborers around the factory. Major J. S. Taylor is among the number.

Business Changes

Melita, Man.—Scott & Gibson have been succeeded by N. W. Sterling.

Francis Sask.—J. Diebolt, hardware has been succeeded by F. W. James.

Goodwater, Sask.—Peters Bros., hardware, have been succeeded by Stirton & McIntyre.

Ravenserage, Sask.—East End Hardware Co., has been succeeded by Dyneson & Kaulk.

Prelate, Sask.—Langford & Bolster, hardware, have dissolved partnership, R. A. Langford continuing.

St. John, N.B. Notes

It is expected that Major Morris Fisher, manager of the Enterprise Foundry, Sackville, N.B., and son of W. S. Fisher, of Emerson & Fisher, wholesale and retail hardware, St. John, will be given command of the 58th Howitzer Battery, to be recruited in Fredericton.

A solid window of saws is the big feature in the window display of T. McAvity & Sons, Ltd., wholesale and retail hardware dealers, St. John, N.B., this week. A great variety of saws of every style and for every purpose is shown, the result being particularly striking in showing the wide range of styles for various uses.

Brandram, Henderson, Limited, of St. John and Halifax, paint manufacturers, have announced that each of their employes who enlisted will be paid at least one third of his wages and more if necessary to provide for a family, while he is serving in the army. The soldier's position will be kept open for him pending his return and if possible a better position will be provided when he comes back.

The use of girls and young women in replacing men who are enlisting is likely to receive a strong impetus in St. John through the efforts of the Young Women's Patriotic Association. The members, most of them society girls, have agreed to do anything that offers for the advancement of recruiting and are making a canvas of the retail stores offering to take the places of men who enlist for overseas service. They have

J. THURSTON SMITH

secretary-treasurer of Lewis Brothers. Ltd., Montreal, who is a member of the Board of Governors of the Canadian Credit Men's Trust Association of Quebec, and president of the General Accountants' Association of Montreal. A report of the Credit Men's meeting at Montreal appeared in last week's issue of Hardware and Metal.

met with considerable encouragement although so far the movement has hardly started.

W. H. Allen, president of the New Brunswick Guides Association, after a visit to New York, reports prospects of a big influx of tourists and sportsmen to New Brunswick this year. Owing to war conditions the number was much smaller than usual last year, but the sportsmen are recovering confidence and it is believed that the number of visitors will be at least up to the average this year. This is good news for the hardware dealers as the business of supplying the needs of the sportsmen is one of their most profitable lines.

The death of Major Warren Herbert Belyea, second in command of the 26th New Brunswick battalion, killed in action at the front on March 20, removes one of the most prominent of the younger hardware men of the province. Before entering upon active service Major Belyea was manager of the Miramichi Farm Implement Company, Newcastle, N.B., carrying on a general hardware business and specializing in farm machinery. Major Belyea left St. John in command of "C" company of the 26th battalion and won promotion through his efficiency. He was wounded in February and had returned to the trenches from the hospital only ten days before his death occurred. He is survived by his wife and five children.

Senator W. H. Thorne, head of W. H. Thorne & Co., Ltd., St. John, wholesale and retail hardware dealers, who was one of the party of directors of the Royal Bank of Canada who recently toured the West Indies Islands, had returned to St. John, filled with enthusiasm over the prospects of increased trade with the West Indies. He quotes the record prices of sugar and the increased production of coffee, cocoa and other tropical products as reasons for the unprecedented prosperity of the West Indies. He found the merchants well disposed towards Canadian manufactures and products and says that, with proper propagation, the export of Canadian goods to the islands should increase tremendously

Industrial

Walkerville, Ont. — The Canadian Brush Machinery Co. will establish a plant here for making the Liebig solid back brush machines, now being manufactured at Detroit, Mich. The company has recently been granted a Dominion charter.

Winnipeg, Man. — The Dominion Bridge Co. has been awarded the contract for the steel work for the T. Eaton Co. new building. The cost of the steel alone is estimated at $200,000. The building will be 200 ft. long by 123 deep and eight storeys high. The Cater-Halls-Aldinger Co. are the general contractors for the first unit.

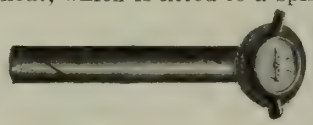
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

GASOLINE GAUGE FOR FORD CARS

The Badger Craft Shops, Sheboygan, Wis., offer to the Canadian trade the "Challenge" gasoline gauge for Ford cars, which the makers claim will register the contents of the gasoline tank in Imperial gallons at all times and under all conditions.

The "Challenge" filler cap gauge is constructed of steel, and contains a brass float, which is fitted to a spiral upright that turns the indicator on the dial as the gasoline is raised or lowered in the tank. The head, containing the etched brass dial and indicator, is threaded to fit any Ford tank. The head of the gauge is equipped with two ears, which permit a good grip to be taken on it and makes it very easy to remove.

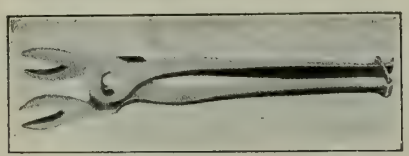


Challenge Gasoline Gauge for Ford Cars.

The "Challenge" filler cap gauge is complete and ready to screw into the tank.

UNIVERSAL VALVE LIFTER

A new auto specialty called the Barco "Universal" valve lifter, is now offered to the trade by the Barco Brass & Joint Company, 212 West Illinois street, Chicago, Ill. The makers claim that the tool is made on a new principle and its construction is adaptable to all makes of Poppet valve engines.



Barco Universal Valve Lifter

The company claims that the lifter is light and serviceable, and that it requires no holding when the pin is being removed. It is made of high grade malleable iron, finely finished. The lifter is automatic in adjustment, and it is said requires no time or delay in changing to any size for any engine valve.

EDWARDS 6—LEVER PADLOCK

The O. M. Edwards Co., Inc., Syracuse, N. Y., is placing on the market a new six-lever padlock No. 2444. The lock is made with six levers, twelve changes and double crooked bit key which the makers claim, has many advantages over the old style of straight bit. The lock is made up in various finishes such as brass plated, antique, copper, Japan, and red, blue and green baked enamel. The locks are put up on card assortments in the various finishes. They are also put up one half dozen in a box, 50 dozen in a case.

Edwards 6-Lever Padlock

FOREST CITY WASHER

Beatty Bros. Ltd., Fergus, Ont., have placed new washer on the market, called the B. T. Forest City power washer and wringer. The machine is equipped with an electric motor, or for use with a gasoline engine. The machine is regularly fitted with 1-6 house-power, 25 cycle 110 volts motor, 10 ft. black reinforced cord and plug to go in motor, also connection for attaching to electric light fixtures. A motor can be supplied to suit direct current if required. The regular motor runs, it is claimed, 1400 revolutions per minute and weighs 36 pounds. The washer is sent complete with belt for connecting motor and drive wheel on washer. The makers claim the washer will cost in power only about ½c per hour. One handle, shown in cut beside wringer, controls every operation. A simple turn will stop or start the washer, make it wash and wring separately, make the wringer run in one direction or reverse. All gears, as well as the wringer cogs, are enclosed.

The clothes are washed by means of a reversing dolly. The dolly is rigid on the post, so that the danger of the clothes wrapping around the dolly stem and tearing is eliminated. The post adjusts itself to the amount of clothes in the tub by passing up and down through the lid. The dirt is taken out by agitation rather than by friction, consequently this washer in unusually easy on them

Forest City Washer

A galvanized drain board is provided with every washer which attaches to the wringer so that every drop of water is returned to the tub.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Despite the steadying influence noticeable in the hardware situation, there is another heavy budget of price changes this week, with predictions of further advances in the near future. Some of the lines advanced in price this week are tinned iron, stove and tire bolts, enameled, japanned, tin, galvanized and copper wares, spades and shovels, hemp and jute rope, cap and set screws, cotton twine, carpet felt, iron rivets and burrs, flat and round head bright and brass wood screws, kitchen grindstones, crow bars, iron washers, rules and levels, boiler plates, machine screws, coil chain, cutlery, pipe fittings, picks and mattocks, milk cans and trimmings, stove rods, range boilers, some lines of files, shot, corrugated sheets and other lines. It will be noted that many of this week's advances were predicted in last week's issue of HARDWARE AND METAL. It is reported that further changes in some lines of ready-mixed paints may be expected almost immediately. It is impossible to give here a complete summary of the important features of this week's market reports. Retailers should read closely all the reports which follow.

MONTREAL

MONTREAL, March 31.—There appears to be evidence this week of a steadying influence in the hardware situation. The number of changes in both light and heavy goods would be many under normal conditions but there is a lull compared with the price activities of the past few weeks. It cannot be said that the top of the movement has been reached—in fact the outlook is that there will be early advances on tin plate, plates and certain sheets, while it is doubtful if the influences have yet reached the outer circles of the manufacturing trades—but there appears to be a greater appreciation of the fact that prices are abnormal, that they are created by a war demand and not domestic consumption and that eventually there must be a reaction. The big mills are still advancing prices for immediate delivery and will probably continue to do so while the pressure lasts but there is not the same interest shown in futures and there are indications that the way is being prepared for the reaction when it comes, but whether that will be in weeks or months is another matter. Under these circumstances, and considering that the conditions in Canada and the high prices are likely to interfere with consumption, the retailer may well be careful in judging his buying in relation to the probable needs of his trade.

Business has been very brisk. Wholesalers report that the output of general staples to the country districts continues and that the improvement over a year ago is very marked. At the same time preparations are being made for the spring deliveries which commence with the 1st of April and will be particularly heavy. In the city there is practically no improvement despite the arrival of more seasonable weather and one begins to wonder if there will be any marked betterment in conditions while the war lasts.

In the metals tin and lead have maintained strong positions without general change in quotations and copper is somewhat easier. Altogether the situation is comparatively steady after the activities of the past few weeks but there is no promise that this steadiness will last.

Some of the lines advanced this week are: Tinned iron, stove bolts, tire bolts, screws, hammers, iron rivets and burrs, hemp and jute rope, oakum, carpet felt, cotton twine, shovels and spades, cap and set screws, some cutlery items, clothes line wire, crow bars, kitchen grindstones, wrought iron washers, safety hasps, joiners' axes, enameled, japanned, tin, galvanized and copper wares and practically all of the scrap metals.

Tin Very Strong.—Although the general quotations for tin are unchanged this week in this market, the situation is very strong and the present indications are for an early advance on the high price now prevailing. As has been previously pointed out, the London influence is direct in this market and has offset further weakness in New York, where quotations are an additional cent off, following the decline of 4 cents recorded in last report. New York reports moderate inquiry and substantial arrivals with fair prospect for future supplies there. Montreal quotation: 52½-53c—very strong.

Copper Slightly Weaker. — The local copper situation is decided as being somewhat weaker on quotations as recorded in last report; some decline may be anticipated in view of the high position which this metal has held for some weeks at the top of a sensational upward movement over a period of some weeks. New York reports a dull market with quotations fractionally lower than at last writing. All round there is an easier tendency, with second hands, dealers and small producers showing a more general disposition to meet the market. Montreal quotation: 32-32½c — Tendency easier.

Lead Is Very Strong.—The lead market continues in a very strong position and, although there is no general change in local quotations, the tendency is to higher levels. This is indicated in the advance of spot of 12½ cents in New York to a position of .87½ cents above the Trust quotation of 7.00 cents. However, the Trust has recently issued an announcement to the effect that its policy will be to endeavor to keep prices down to a level where ordinary domestic consumption will not be strangled, rather than to push up quotations on the foreign war demand. For this reason it is considered that efforts to raise the outside market to much higher levels without the support of the Trust will be made with doubtful results. Montreal quotation: 10¾-11c—very strong.

Spelter Slightly Easier. — There is practically no change in the spelter situation, although the tendency is slightly easier and there is a fractional decline in prices. England has been an important influence in the market and there has recently been an announcement made to the effect that the government will give assistance to producers; however, thus far this has not had much effect on the London market. Montreal quotation: 22½-23c—somewhat easier.

Solder Very Strong. — As reported last week, the high position of tin and other metals entering into its manufacture has had the effect of creating a very strong market for solder with a wide range of prices. Prices are nominal for the time being but the following give a fair idea of the situation: Commercial half-and-half 30½-31c and Strictly half-and-half 32½- 33c.

Other Metals.— Aluminum, antimony, sheet zinc, etc., are quoted the same as at last report. As regards the antimony market there is an interesting report from New York to the effect that there has been an order placed there for between 400 and 500 tons for Canadian account, shipments to be made through-

out the year. This is believed to be for munitions manufacture. Montreal quotations: antimony 48c; aluminum 68c and sheet zinc 31c for casks and 31½c for part casks.

Iron and Steel Situation.—While it cannot be said that there is any reduction of the tension in the market for manufactured steel and iron, and while further advances are to be looked for on tin plate, sheets, boiler tubes, etc.—in addition to a few changes this week—the abnormally high position of the market, and the fact that this has been brought about by a war demand, is beginning to call attention to the fact that one advance does not necessarily indicate another and that with each succeeding rise the situation is becoming more and more strained. The greater the rise the more drastic is likely to be the process of adjustment and, although this may be postponed indefinitely, and although there may be higher prices in the meantime, that adjustment is certain to come sooner or later. Dealers should, therefore, consider their needs and the general situation carefully before dealing in futures or laying in heavy stocks in relation to a demand which is almost certain to be restricted by prevailing conditions and the high prices. Reports from the States indicates that, while prices for prompt shipment are still on the advance, futures are now being neglected; signs of a readjustment are reported but whether it will commence in weeks or months—or possibly years—is another mater.

Tinned Iron Up.—The scarcity of tin plate and tinned iron is becoming one of the most acute features of the situation. The mills show practically no interest in business and appear to be booked to the end of the year. A further advance on tinned iron of 75 cents has been made as follows:

72 xx 30 up to 24 gauge, case lots $13.25
72 x 30, 26 gauge, case lots $13.75
Less than case lots 25c extra.

Plates Are Scarce.—The difficulty in getting supplies is creating a serious situation with regard to boiler plates, particularly the 3-16 inch, and higher prices are being predicted if there is no improvement.

Boiler Tubes Strong. — Boiler tubes are in a very strong position following the recent advances on other tubular goods. Higher prices are to be expected.

Situation in Sheets.—Prices for the heavier gauges of black sheets are very strong on the advances recorded a week ago, and there are indications that there may be still higher quotations as stocks are being rapidly exhausted and deliveries are difficult to secure.

Lead Pipe.—Despite the advances already in effect on lead pipe, to a level of $13.50 for lead pipe and $14.50 for lead waste pipe, it is doubtful if the cost of raw material is yet being covered by a reasonable margin. If lead holds its present position or advances still higher prices may be looked for.

In Hardware Lines.—While there are still a large number of changes in hardware lines to announce this week, as compared with normal times, there is a noticeable lull after the general readjustments in evidence for some weeks past. Whether this is an indication that the top is being reached, or whether it is just a period of hesitation in the general advance, is difficult to say, but there is beginning to be a more general feeling that, despite the war demand, advances cannot be continued indefinitely, especially as they are likely to have an important effect upon the public demand.

Screws Again Advance.— A late announcement gives another increase on screws. The discounts now are:

Wood, F. H., bright 80
Wood, R. H., bright 75
Wood, F. H., brass 47½
Wood, R. H., brass 45

Stove and Tire Bolts.—The most recent of several advances on stove and tire bolts has reduced the discount on the former from 72½ per cent. to 65 per cent. and on the latter from 60 to 55 per cent.

NEW DISCOUNTS ON WOOD SCREWS.

The new discounts on wood screws referred to elsewhere in this issue are as follows:

Flat Head, Bright	80%
Oval Head, Bright	75%
Round Head, Bright	75%
Flat Head, Brass	47½%
Oval Head, Brass	45%
Round Head, Brass	45%
Flat Head, Bronze	40%
Oval Head, Bronze	37½%
Round Head, Bronze	37½%

F.o.b. Hamilton, Toronto, Montreal, London, with freight equalized thereon. Terms 2%, 30 days. Orders will only be accepted with specifications, and for prompt shipment, and these discounts are subject to change without notice.

Hammers Going Up. — Further advances are being made on sledge, blacksmith and other heavy hammers. This increase in about 2 cents per pound all round.

Rivets and Burrs.—Another advance on blackened and thinned rivets and burrs has cut the discount from 55 to 42½ per cent. for both the rivets and burrs.

Advance on Rope.—Higher prices on certain hemps and jutes are announced by the manufacturers of ropes, the Manilas, African hemp, sisal and lathyarn not being affected. New Quotations are:

Hemp, deep sea line basis 30
Hemp, tarred ratline basis 26
Hemp, tarred belt rope basis 28
Marline and houseline 28
Jute rope basis 15
Italian rope basis 30

Oakum is Higher. — An advance of half a cent on U. S. Navy oakum has gone into effect, the new quotations being 10 cents.

Carpet Felt Up Again.—A further advance on carpet felt has gone into effect. The present quotation is $3.75 as compared with $3.50 at last report.

Cotton Twine Costs More.—Although there is no change this week for cotton rope, there has been an advance on common cotton twine form 26 to 27 cents.

New Discounts for Shovels.—As has been intimated for several weeks past, there has been a withdrawal of prices on shovels and spades followed by an announcement of a reduction of discounts all round, which has the effect of raising prices about ten per cent. New discounts follow:

	1st	2nd	4th
Shovels	50	45	35 p.c.
Sockets sc'ps. ..	40 & 5		35 & 5
Rivet scoops, 35-7½			
Drain tools	50		
Holow backs and sand	50		35

Riveted back scoops, 1st, 2nd and 3rd grades, 35-7½ per cent

Above discounts on Black Goods only. Full polished Goods, 50c per doz., net extra. Half polished Goods, 25c per doz. net extra.

Cap and Set Screws.—The discounts on cap and set screws announced last week were only in effect for a short time when there was another advance. The most recent discounts are: set screws 55 and 5 per cent. off and cap screws 45 and 10 per cent. off.

Cutlery.—On the line of cutlery generally known as No 900 there have been further advances. New prices are: Table spoons $4.10; dessert spoons $3.95 and tea spoons $2.05; dessert forks $4.50 and table forks $4.70—quotations being by the gross.

Clothes Line Wire.—An increase has been made in the quotations here for clothes line wire. No. 19 is now quoted at $3.75 and No. 18 at $4.30.

Crow Bars.—The prices on crow bars are again advancing. The new price is given at $4.00 as compared with $3.25 to $3.50 formerly.

Kitchen Grindstones.—Small kitchen grindstones have been advanced in price. The 8 and 9 inches sizes are quoted at 85 cents each.

Wrought Iron Washers. — Higher prices for wrought iron washers have the effect of reducing the discount from 35 per cent. to 30 per cent. off list.

Safety Hasps.—New prices at a higher level have been announced for safety hasps number 915. Quotations now are: 3—65c; 4½—85c and 6—$1.20.

Joiners Axes.—Following the advance on axes reported a couple of weeks ago, there have been higher prices announced for joiners' axes. Handled are quoted: $10.00 per doz. and un-handled $8.50 per doz.

Important Advances on Wares.—Important and general advances on enameled, Japanned, tin galvanized and copper wares have been made. There have been forced upon the manufacturers by the remarkable increase in the cost of the various raw materials. Not all items are affected, but the following new discounts on the standard list, as reported by the McClary Company, indicate that the number is larger.

Light elbows 5 and 6 inch $1.25, 7 inch, $1.40. Copper ware 15 per cent. boiler and tea kettle bottoms list. Mowing machine oilers 33 1-3 per cent.

Old Materials. — There have been a number of further advances in the prices for old materials with the advances in the metals markets. New quotations are as follows:

Tea lead, pack, 6¼c lb.
Tea lead, chest, 6¼c lb.
Lead (heavy) pipe, etc., 7¼c.
Brass, heavy, 15½c lb.
Brass, light, 11¼c lb.
Zinc, heavy, 15¾c lb.
Copper, heavy, 21c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $10.50 ton.
Mach. compos., No. 1, 16½c lb.
Compos. turnings, No. 1, 14¾c lb.

Seasonable Lines.—There is reported to be a very good demand at the present time for such spring cleaning materials and goods as: flour polishers and polishes, mops, metal polishes, stove and household brushes, brooms, etc.

TORONTO

TORONTO, Ont., March 30.—The situation in the hardware market as regards the volume of business moving, continues satisfactory, and the mild weather has already had a stimulating effect on trade. There is no improvement, however, on the situation as regards raw materials, with the result that deliveries from manufacturers are getting more backward than ever and a scarcity of a number of lines of hardware is threatened. On account of the high price of raw materials, jobbers cannot replace stocks at old levels, with the result that prices of finished goods continue to advance. In some lines the situation is acute, as it is predicted that the goods will not be able to be obtained at any price, particularly if the demand keeps up, as it is expected to do. The opening of navigation on the lakes, which is expected very soon, will be welcomed in business circles. The delay to shipments of goods, owing to the congestion on the railways, is becoming a serious matter, and the opening of navigation will relieve the situation. It will also facilitate the movement of goods, particularly heavy shipments to the West.

Prices Continue Upward.—Prices continue in an upward direction, with no indication of a recession. The lines affected this week are principally iron and steel goods, and the steady increase in cost of semi-finished products is the chief cause of the advances. Boiler plates, shafting, cap and set screws, machine screws, wood screws, pipe fittings, spades and shovels, coil chain, clay picks and mattocks, stove rods, range boilers, files, shot, carpenters' rules and levels, etc., enamelware, copperware, tinware, galvanized ware, stamped ware, milk cans and trimmings, cotton twines, packings, stove rods, stove boards, corrugated roofing, etc.

Iron and Steel Situation.—The steel market is very firm and prices continue to advance. The mills have practically sold their entire output for the year, and are thus in a very strong position. Reports from the steel companies are very optimistic, and all indications point to continued activity for the rest of the year. There appears at the present time little possibility of any serious weakness developing in the market during the year, but if the market in the United States should decline materially, and some authorities believe that it possibly will do so, then the Canadian market might be affected. There is a feeling that prices are too high, and the market for this reason is top heavy. There is, however, no indication that the market has reached the top, but there are signs that prices will probably not go much higher.

A number of price changes have been made during the week, all in an upward direction. Boiler plates have again advanced, being 25c per 100 pounds higher than last week's quotations. Boiler plates, ¼ to ½ in., are now quoted $3.75; heads, $4; and tank plates, 3-16 in., $4.10 per 100 pounds. Cold-rolled shafting has advanced, and is now quoted at list plus 10 per cent. f.o.b. warehouse. Steel bars are firm at $3, and iron bars are unchanged at $2.75 per 100 pounds. Toronto warehouse prices on steel bars and shapes are higher, bars being quoted at $3 and shapes at $3.25 per 100 pounds. Prices of boiler tubes are very strong, and an advance is looked for in the near future.

Enamelled Ware—
Grey, 70 and 5%.
Imperial, Colonial or Pearl, 60%.
Canada, Diamond and Premier, white lining, 40 and 10%.
White, 70%.
Japanned Ware—
Japanned ware, 30%.
White, 25%.
Plain and japanned water pots, 25%.
Stamped and Tinners' Trimmings—
Plain, 70%.
Retinned, 66 2-3%.
General tinners' trimmings, 33 1-3%.
Railway and factory can trimmings, net list.
Factory milk cans, 25%.
Pieced ware, 25%.
Sheet iron ware, 30 and 10%.
Acme fry pan, 65%.
Spiders, 50 and 10%.
Stove shovels, 40%.
Steel Sinks—
Japanned, 35%.
Galvanized, 20 and 10%.
Galvanized Ware—
Pails and tubs, 10%.
Coal Hods—
Japanned, 25%.
Galvanized, list price.
Stove Boards—
Wood lined, 60%.
Paper lined, 60 and 10%.
Stove Pipe—
Patent pipe, 25%.
Elbows, 30%.
Galvanized elbows, 15%.

Above are new discounts on wares, stove pipe and boards, etc., off standard list

The high-speed steel situation is more or less unchanged. Reports from Sheffield, England, state that it is almost impossible to turn out sufficient high-speed steel for munition tools, and that export licenses, more especially to neutral countries, are being closely restricted. On account of this heavy demand, comparatively little high-speed tool steel is coming to Canada from England. There is also a big demand in the States for high-speed steel, which is tending to keep the prices up and the supplies scarce.

The steel market in the States is very strong, and prices still have an upward tendency. There appears, however, to be an opinion held in some quarters that prices can hardly go much higher, and that the top of the market has nearly been reached. The new demand is reported as being very insistent, and the pressure on mills for deliveries as strong as ever. Prices of billets are firm and unchanged, but wire rods have advanced to $57 per ton Pittsburgh.

Pig Iron.—The pig iron market is firm and the situation unchanged. There is some improvement in the demand for foundry grades of pig iron. Hamilton and Victoria brands are unchanged at $24 per ton.

Old Materials.—The market is steady, with prices at approximately the same level as last week. Copper and lead are strong and in good demand. Prices on copper are firm and unchanged, but lead has advanced ½c a pound. Heavy melting steel continues in good demand, but quotations are unchanged.

Metal Market.—The situation in the metal market is unchanged, and prices, with the exception of tin, are the same as last week. The lead situation is the most interesting feature, and the market is strong. The "Trust" price is still below outside quotations, but the reason for this is not very clear. The tin market in New York is easier, due to large arrivals of metal, while copper is dull and unchanged. Spelter is weaker, following a decline in London, but quotations are unchanged. The antimony situation is unchanged, and quotations are nominal. There is nothing of particular interest to note regarding aluminum, and the market is stationary. Prices of solder are unchanged, but firm. Stocks of all metals are low in Toronto, and consequently prices on the local market are very sensitive. Business is very good, having improved considerably during the past few weeks.

Copper Firm.—The market is firm and dull, with quotations nominal. The position of copper continues to be a strong one, as indications point to a heavy consumption for many months. The present dullness, however, may be accounted for by the fact that there is now enough copper for sale to take care of any demand that is likely to develop for the next two months at least. Local quotations are nominal and unchanged at 30½c per pound.

Tin Lower.—Although the market is easier in New York, due to large arrivals of tin recently, a recovery may be looked for in the near future. The London market is strong, due to increased demand and supplies of spot metal are getting lower. The consumption of tin has increased considerably, and will likely continue to do so for months to come. Tin has declined 1c, and quotations are nominal at 55c per pound.

Spelter Firm.—The market is quiet and steady, following the recent activity. The demand for spelter is light, consumers in the meantime are staying out of

the market awaiting developments. Local quotations are unchanged at 23c per pound.

Lead Strong.—The situation is unchanged; at the same time, unprecedented. It is difficult to determine the actual level of prices, as the "Trust's" price is nominal, and it is not selling at that figure, but will sell in April at the average of its own quotations for that month. The demand for lead is heavy, and the market has an upward tendency. Local quotations are unchanged at 10c per pound.

Antimony Firm.—The antimony situation remains unchanged. The scarcity of spot metal is acute, and the market very firm. Quotations are nominal at 48c per pound.

Aluminum Firm.—The market is quiet and quotations nominal at 68c per pound.

Solders Firm.—Prices are firm and an advance may be looked for, as both tin and lead are likely to go higher. Guaranteed is quoted at 31½c, and strictly at 29c per pound. Other quotations are given in the selected market quotations.

Galvanized Sheets.—The situation is unchanged, and the market continues strong, with an upward tendency. The uncertain fluctuation in spelter and continued high price of this metal, and also of black sheets, has rendered the situation very unattractive to the mills. Black sheets continue to advance in the primary market, and deliveries are getting further behind.

Boiler Plates Up Again.—The higher prices on boiler plates, which were announced last week, have been followed by another advance this week. The new quotations are 25c per 100 lbs. higher, and are as follows: Boiler plates, ¼ to ½ in., $3.75; heads, $4; and tank plates, 3-16 in., $4.10 per 100 pounds. The market is very strong, and a further advance will likely be made.

Cold Rolled Shafting Up.—The general advance in all steel products includes cold rolled shafting, the new discount being list plus 10 per cent., whereas net list was the previous quotation.

Another Advance in Wood Screws.—The lower discounts announced two weeks ago have been followed by another advance in bright and brass screws; bronze screws being unchanged. The steady increase in cost of raw materials is the reason for the many changes in the price of screws which have been made this year. The new discounts are as follows: Bright screws, F.H., 80 per cent.; bright R.H., 75 per cent.; and bright O.H., 75 per cent. Brass screws, F.H., 47½ per cent.; R.H. and O.H, 45 per cent.

Machine Screws Advance.—The advance predicted in these columns recently has materialized, the following new and lower discounts having been made: Flat head iron, 27½ per cent., and fillister head iron, 10 per cent. Flat and round-head brass and fillister head brass screws are all net list.

Spades and Shovels Advance.—Higher prices on spades and shovels were predicted in Hardware and Metal last week. The new discounts, which are as follows, represent an advance of about 10 per cent.: Shovels, 1st, 50 per cent.; 2nd, 45 per cent., and 4th, 35 per cent. Socket scoops, 1st, 40 and 5 per cent.; 4th 35 and 5 per cent. Rivet scoops, 35 and 7½ per cent.; drain tools, 50 per cent.; hollow backs, 1st, 50 per cent., and 4th, 35 per cent. Prices of snow shovels have been withdrawn. Prices on all lines of shovels, except snow shovels, are for immediate shipment only, and indications point to a further advance.

Coil Chain Higher.—Prices of coil chains, including electric welded and coil have advanced $1 per 100 pounds, bringing up quotations to the following figures: Proof coil, ¼ in., $8.85; 5-16 in., $7.50; ⅜ in., $6.75; 7-16 in., $6.55; ½ in., $6.35; 9-16 in., $6.35; ⅝ in., $6.20; ¼ in., $6.10; ⅞ in., $5.95, and 1 in., $5.80 per 100 pounds.

Electric Weld Coil Chain—B.B., 3-16 in., $11.45; ¼ in., $8.15; 5-16 in., $6.65; 7-16 in., $5.60, and ½ in., $5.60 per 100 pounds. Electric weld loading chain, ¼ in., is now $13.50 per 100 pounds.

Sharp Advance in Wares.—A general advance in all lines of ware has been predicted in Hardware and Metal on more than one occasion recently. Since the last advance in ware the cost of all raw materials has been steadily increasing, and all metals are now considerably higher than they were early in the year. The logical result is that manufacturers have been forced to adjust prices of their products to meet the new conditions. The extent of the advances varies considerably, but may be said to range from 10 per cent. upwards. The various lines affected and new discounts are given below.

Copper and Nickel Ware.—The new discount on copper boilers, kettles, tea and coffee pots is 15 per cent., as against 30 per cent. before. Copper boiler and tea kettle pitts were 10 per cent., but are now net list.

Japanned Ware.—The new discount on colored japanned ware is 30 per cent. and on coal hods 25 per cent. The former discounts were 35 per cent. and 30 per cent. respectively.

Enameled Ware.—White ware is quoted now at 70 per cent., the old discount being 70 and 10 per cent. The new discount on Canada, Premier and Diamond ware is 40 and 10 per cent., whereas 50 and 2½ per cent. was the former discount. Pearl, Imperial and Colonial ware is now 60 per cent., as against 60 and 10 per cent. formerly.

Galvanized Ware.—The new discount on Dufferin and English pattern pails and galvanized wash tubs is 10 per cent., being changed from 20 per cent., the former figure. Galvanized coal hods are net, being formerly 12½ per cent., and other lines are now 10 per cent., as against 20 per cent. formerly.

Pieced Tinware.—The old discount was 25 and 5 per cent.; the 5 per cent. has been removed, leaving a new price of 25 per cent. The discount on flaring sap buckets and pails and also coal hods has been lowered from 25 and 5 per cent. to 25 per cent.

Stamped Ware.—Plain stamped ware is now quoted at 70 per cent., and retinned ware at 66 2-3 per cent; the old discount on the latter was 70 per cent. Tinners' trimmings have been changed from 70 and 10 per cent. to 70 per cent.

Milk Cans Also.—Milk and creamery cans are affected in the same way as the various lines of ware given above. Milk cans and pails, also creamery cans, are now 25 per cent. Milk cans and pails were formerly 25 and 5 per cent., and creamery cans 35 per cent. Hand and delivery cans are 25 per cent., being formerly 25 and 5 per cent. Milk can trimmings, which were 10 per cent., are now net list.

Packings Advance.—Makers of packings have advanced their prices 1c per lb., owing to the increase in cost of jute and hemp, etc. Fine jute packing is now quoted at 11½c, and coarse sewer at 9½c per pound. Square braided hemp 25c: No. 1 Italian, 30c, and No. 2 Italian, 23c per pound in coil lots.

Cordage Higher.—Some lines of cordage have advanced 1c per lb. Hemp deep sea line, 30c; tarred ratline, 26c; tarred bolt rope, 28c; marline and houseline, 28c; yacht marline, 34c to 40c; white polished beaver halyards, 22c; jute rope, 15c, and Italian rope, 30c. The market is very firm, and the situation unchanged. Business is improving, but considerable delay is being caused to the shipment of goods owing to the congestion of freight on the railways. The opening of navigation, which is expected very soon, will greatly relieve the situation.

Binder Twine.—The new prices on binder twine have not been issued yet, the delay being caused by the conditions in the raw material market. Makers of

WALLPAPERS WILL ADVANCE

Manufacturers of wallpaper are making preparations to quote an advance in the lines which they will put on the market about July next. These goods will not advance in price to the consumer until next year's goods are marketed. Travellers for the manufacturers will quote advanced prices on certain lines when they start their rounds in July of this year. The manufacturers state this advanced price is necessitated through the increased cost of dyestuffs. Yellow, green and blue dyes have advanced in certain instances several hundred per cent. Barium chloride, which is used as a base for colors, is to-day quoted at 450 *per cent. more than last year. There has also been an advance in the price of crystals, such as clay, zinc, bark extract, logwood, caustic soda, shellac, bronzes, varnishes, twine, wrappers, coal. In addition, the price of paper has been bounding upward.*

binder twine are holding off as long as possible in the hope that outlook will become more settled.

Stove Rods Up.—A new price of 8c per pound has been made on stove rods. The former figure was 6½c per pound.

Corrugated Roofing, New Prices.—Prices of galvanized corrugated roofing have advanced about 10 per cent., and are as follows: 18g., $13.50; 20g., $11; 22g., $9.50; 24g., $8; 26g., $6; and 28g., $5.50 per square. On painted corrugated roofing the prices are as follows: No. 18g., $9; 20g., $7.25; 22g., $6.25; 24g., $5.25; 26g., $4.25; and 28g., $3.75 per square All the above prices are subject to a dealer's discount of 10 per cent.

Cotton Twine Up.—Prices of cotton wrapping twine have advanced 1c per lb., and are as follows: 5-ply and up, 27c; 4-ply, 26½c; and 3-ply, 24c per pound.

Waste.—Makers of wool packing waste and washed cotton wipers have withdrawn prices on these lines. Prices are on application only. This step has been taken on account of the great scarcity of wool yarns and cotton rags. The market is very strong, and an advance in white and colored wiping waste is expected in the near future owing to the scarcity and increase in cost of cotton threads.

Clay Picks Will Advance.—Manufacturers of clay picks, mattocks and crow bars have announced higher prices, which will mean an advance on jobbers' present prices of approximately 20 per cent.

New Prices on Shot.—A new price on standard shot of $14.50 per 100 pounds has been made. The former quotation was $13.40.

Files Advance.—Some lines of files have advanced, the new discounts being as follows: Black Diamond, 60 and 5 per cent.; Delta, 55 and 10 per cent., and Nicholson, 60 and 5 per cent.

Carpenters' Tools Again Advance.—Carpenters' tools, such as levels, rules, planes, etc., have taken a further advance of approximately 10 per cent.

Pipe Fittings.—A few changes have been made in the discounts on cast iron and malleable pipe fittings. The lines affected with the new discounts are as follows:—Bushings, 60 and 5 per cent.; flanged unions, 60 per cent.; malleable lipped unions, 60 per cent., and plugs, 60 per cent.

Range Boilers Higher.—A slight increase has been made in the prices of range boilers. Standard, 30-gallon, welded, is now $7.50; standard, 30-gallon, riveted, $7.75, and extra heavy, $11 each.

Valves.—Globe, angle and check valves now carry a discount of 35 per cent., as against 37½ per cent. before. Other lines are unchanged for the meantime.

Stove Boards Up.—Makers of stove boards have advanced their prices. The new discount on wood-lined is 60 per cent., and on paper-lined 60 and 10 per cent.

Wire Nails.—The market continues very strong, and higher prices are looked for, as wire rods continue in an upward direction, and are difficult to obtain. Wire nails are quoted at $3.40 per keg base, and cut nails at $3.20 per keg base.

Galvanized Wire.—The market continues very firm, and there is no relief in sight as regards the scarcity and high cost of raw material. Considerably higher prices on galvanized wire are looked for in the near future.

Lead Pipe.—The market is very strong in sympathy with the pig lead market. Indications seem to point to higher prices for pig lead, in which case lead pipe may take another turn upward. The present quotation on lead pipe is $13.50; waste pipe, $14.50 per 100 lbs. Traps and bends, 15 per cent. off.

"HARDWARE AGE" THINKS SPRING NUMBER BEST OF ALL CANADIAN PUBLICATIONS

The following letter from Roy F. Soule, editor of "The Hardware Age," the leading hardware journal of the United States, published in New York City, gives an appreciation of the Annual Spring Number of "Hardware and Metal" which is, to say the least, a sincere compliment:

MacLean Publishing Company, Ltd., Toronto, Canada.

Gentlemen,—The Annual Spring Number of Hardware and Metal came to my desk this morning, and I cannot let the day pass without offering you my most hearty congratulations on this splendid number. I have been reading Canadian business magazines for many years, and this issue of Hardware and Metal contains more real meat than any issue of any Canadian publication I have ever seen. It is indeed a pleasure to congratulate you and the Canadian hardware trade on this accomplishment.

Cordially yours,
ROY F. SOULE.

Ready Roofing.—The situation is becoming more acute, due to the great shortage of raw materials. Prices of ready roofing will certainly go higher, and, furthermore, a scarcity is very probable.

LONDON

LONDON, Ont., March 29.—Business here continues very fair, but the outlook is more favorable. The regular spring trade has hardly started yet, but the more seasonable weather will stimulate business. Prices continue to advance, and many changes have been made this week.

Wood Screws Advance.—An advance of approximately 10 per cent. has been made in bright and brass wood screws. The new discounts are given in a panel.

Bolts and Rivets Up.—The following new prices have been made: Stove bolts, 65 per cent.; tire bolts, 55 per cent.; iron rivets, 42½ per cent.; iron washers, 30 per cent.

Soldering Irons Up.—Soldering irons have advanced, the new price being 49c per lb. base.

Turpentine Advances. — Turpentine has advanced 1c per gallon, and is now quoted as follows: 1-barrel lots, 80c; 2 to 4 barrels, 79c; and 5-gallon lots, 87c per Imperial gallon.

Linseed Oil.—The linseed oil market is a shade easier, and new prices are now being quoted. Raw oil in 1 and 2-barrel lots, 98c; 3 to 5-barrel lots, 97c; and 6 to 9-barrel lots, 96c per gallon. Boiled oil, 1 to 2 barrels, $1.01; 3 to 5 barrels, $1; and 6 to 9-barrel lots, 99c per gallon.

White Lead Firm.—The market is very firm, and prices unchanged. Pure white lead is quoted here at $13.95 in ton lots, and $14.25 in less than ton lots.

Rope Firm. — The market is firm. Prices are unchanged, and are given in the current market quotations.

Packings Change. — Hemp packings have advanced, and are now quoted as follows:—Russian hemp, 23½c; Italian hemp, No. 1, 30½c, and No. 2, 23½c. Jute packing, 12c per pound basis.

Wire Nails.—The situation is unchanged. Wire nails are quoted at $3.40 per keg base, and cut nails at $3.20 per keg base.

Fence Wire and Staples.—Quotations on fence wire and staples are unchanged, and prices are given in the current market quotations.

Poultry netting discount is 30 per cent.

Spades and Shovels.—Discounts are as follows: 1sts, 50 and 10 per cent.; 2nds, 50 per cent., and 4ths, 40 per cent. The discount on harvest tools is 40 and 12½ per cent.

Glass.—The situation is unchanged. The discounts are: Single diamond, 30 per cent.; double diamond, 30 per cent. Cut lights net list.

Wrought Iron Pipe.—Market is very firm and prices unchanged.

WINNIPEG

WINNIPEG, March 30.—In looking over the results obtained during the month of March, all of the jobbers seem to be satisfied with the amount of business which they have handled. Orders have been coming in very freely, with the result that practically every wholesaler in the city has been taxed to the limit of his capacity.

It is a little hard to determine just what effect this may have on the business for April, as undoubtedly many retailers who usually place their orders in this month, have already bought. This is due, undoubtedly, to a great extent to the upward trend of prices, and retailers who have already placed their orders, will be able to offset mail order competition in a great number of cases where such competition shows lower prices today than those quoted by the jobbers.

It might be brought to the attention of the retailers that a great many of the mail order houses have inserted a clause

along with their prices on different wire and steel products stating that they do not guarantee prices quoted in the catalog. This being the case, it will be possible for retailers who booked their orders last fall, or early this year, to compete against this competition. There is no doubt that prices as quoted in many of the mail order catalogs influence quotations throughout the country by the retailer, but there is no particular reason why the retailer should not apply the same aggressive methods in handling his business which the mail order people do with theirs.

It is expected that sorting business for April will continue very freely, and all of the jobbers are looking forward to handling their fair share.

There are not a great number of price changes to note this week, but those below show that the tendency is still upward rather than the reverse.

At the time of going to press, another change on tinware and galvanized ware is reported, which will approximate about 5 per cent advance.

The different sizes of soft and chilled shot show an advance in price and same are noted herewith: Shot, Common 3 A to Dust, $14.15 per 100 lbs.; Chilled, $15.60 per 100 lbs.; Buck S S G to 4 A $14.90 per 100 lbs.; 28 Ball, $15.30 per 100 lbs.

Another advance in the price of coil chain and logging chain is reported, and the prices given below, represent the best Winnipeg quotations to-day:

Coil Chain per 100 lbs.:—1/8, $14.00; 3-15, $10.25; 1/4, $7.50; 5-16, $6.60; 3/8, $5.75; 7-16, $5.50; 1/2, $5.25; 9-16, $5.25; 5/8, $5.15; 3/4, $5.00; 7/8, $5.00.

Log chains per 100 lbs.; 5-16, $7.00; 3/8, $6.00; 7-16, $5.85; 1/2, $5.75.

Further advances in the prices applying to wrought iron pipe, both black and galvanized, have gone into effect, and we give herewith a memo of to-day's ruling prices.

Wrought Iron Pipe Black per 100 ft.: 3/8, $3.50; 1/2, $4.45; 3/4, $5.35; 1, $7.95; 1 1/4, $10.30; 1 1/2, $12.30; 2,$16.50; Galvanized per 100 ft.:—3/8, $5.90; 1/2, $6.75; 3/4, $8.45; 1, $12.50; 1 1/4, $16.20; 1 1/2, $19.40; 2, $26.00;

White lead has also advanced during the past week, the price to-day being: White Lead per 100 lbs.:—Decorator's pure, tin lots, $14.55; less $14.85. Decorators Special per 100 lbs.: tin lots $13.55 less $13.85.

Jobbers throughout the city are advising their travellers to book all orders possible for fall delivery at once. They advise that they have advice from eastern manufacturers stating that the steel situation is exceptionally grave, and that it is almost impossible for anyone in the West to realize just how serious this is. Practically the entire output of some of the manufacturers is being used in making shells, and they state that it may be impossible for them to turn out any more nails this year. The jobbers have, however, protected themselves to a great extent, but it must be remembered that war orders, for shells at least, take preference over the ordinary lines of merchandise. This being the case, retailers should not judge the jobbers too harshly if orders are shipped minus several items which they claim to need badly. The jobbers will all be in the same position, and it is up to everyone to make things as easy as possible all round.

WHY SASKATCHEWAN OPPOSES M. O. TAX

(Continued from page 38.)

see that their accounts are secured, and follow up their collections better.

At the present time the biggest advantage the catalogue house has over the country retailer is in it's buying facilities. It follows then that if a retailer is to compete we must improve our present system of buying. This can, and will have to be done, if the retail merchant is to hold his place in the community.

Advocates Closer Relations With Farmers

For some considerable time the Saskatchewan Association has been advocating the Community Building plan; that is, for the farmers and the merchants of any district to combine better for their mutual interests. When all is said and done the interests of a farmer are just as great in his district as those of the retail merchant, and we are convinced that if merchants and the farmers got together on this and organized clubs where this question and similar ones could be thoroughly discussed it would go a long way towards doing away with catalogue buying. It can hardly be done, however, until the merchants abandon their petty jealousies and work together more for their particular town.

Hundreds of merchants both in this country and the States are meeting and beating mail order competition, and do not want taxation at all, realizing as we do that the comparatively small sum gained from such taxation would be more than offset by the additional advertising features the M.O.H. would gain.

The community building idea is growing very rapidly in the States, particularly in the Middle West, and there are very few small towns that now do not have their farmers' and merchants' clubs. These towns are meeting the competition and the same thing can be done in the West here, if we learn from the experience of our fellow retailers over the border.

It has been shown that the meeting held by our executive in Regina was an informal one, and that the proposed taxation was discussed merely to learn of the arguments for and against it. Every merchant is interested in this big question and should make it his special business to be present at the convention that will be held in Regina May 9, 10, 11, next, and let us have his views upon this subject.

If it is shown there that taxation would provide a remedy for catalogue competition then the association will use every effort to have such taxation brought into being.

GOPHER SHOOTING CONTEST

Particulars regarding a very interesting gopher shooting contest have recently been announced by The Remington Arms Union Metallic Cartridge Company, Windsor, Ont. The contest will be on from May 1 to June 10, and advertising matter, entry cards, circulars, etc., are now being distributed to the trade. The idea is to enroll the young people of Western Canada into an army of sharpshooters against the gophers. The plan has been approved by the ministers of agriculture of the prairie provinces. Merchants will be supplied free with entry cards and descriptive circulars which merchants can mail out over their own signatures, to the boys and girls in the neighborhood, telling them of the contest and prizes offered. A handsome big score card 25 x 38 in colors is also supplied. The card is to be displayed in the window or displayed in the store, and the prizes can be grouped around it. As for prizes the company will donate a No. 6 single shot 22 calibre rifle, which they recommend for a good second prize. Other prizes suggested are knives, boy scout hatchets, boxes of cartridges, etc.

In addition to all other features the company will donate a grand western champion shot prize consisting of a Remington U. M. C. model 10a pump-gun, to the contestant who kills the largest number of gophers in the three prairie provinces under the rules of the contest.

The rules of the contest as announced by the retailer to his customers are as follows:—1—Each contestant will sign entry card which he gets from us. 2—Any boy or girl can enter any time free before close of contest. 3—Contest runs from May 1, 1916, to June 10, 1916, inclusive. 4—Results will be judged according to gopher tails handed in to us, each tail counting as one point. Contestants must abide by our decision. We guarantee a square deal to all. 5—Each contestant must use Remington-U.M.C. 22's, bought here for all gophers shot in connection with this contest.

Retailers can secure complete particulars by requesting same from the company.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

IN this article is described the method to follow in the developing of patterns for a 3-piece and 4-piece elbow.

Fig. 1 shows the plan and elevation of the 3-piece elbow, both 90 degrees, with A B the same diameter as D E.

First determine the diameter of the elbow required, as well as the length of throat. ID is to be known as the throat and EF as the heel of an elbow.

With C as centre, draw the dot ted lined arc B.D., and with distance A.B. as diameter draw another arc from A to E, using C as centre.

Next divide the arc A E into four equal parts, which, seeing that the elbow is 90 degrees, will represent 22½ degrees each.

A three-piece elbow pattern is required, therefore the centre piece must represent 45 degrees and the end pieces 22½ degrees each.

It is only necessary to develop one pattern.

Now draw plan as shown. and divide it into a number of equal parts 1, 2, 3, 4, 5, 6, 7, and repeat. Then draw a stretchout line by extending line D.E., and transfer the measurements from plan to this line, and erect perpendicu lar lines from points on line D.D..

Next draw a number of perpendicular lines intersecting 1, 2, 3, 4, 5, 6, 7, on plan until mitre line I.F. on elevation is also intersected.

From each of the points of intersection, draw a number of horizontal lines through the perpendicular lines erected on stretchout line D.D. of pattern.

By drawing another line through each point where these horizontal and perpendicular cross, the pattern for a three-piece elbow is developed.

In Fig. 2 is shown the plant and elevation of a 4-piece elbow, the elevation is drawn in a very similar manner as described in Fig. 1, except that arc AE must first be divided into 6 equal parts. EF represents one part.

A four-piece 90-degree elbow is made up as follows: 2 pieces 15 degrees each, and 2 pieces 30 degrees each.

The mitre D. E. K. F. represents the mitre from which the pattern is developed.

Instead of drawing a line through points of intersection as shown in pattern of the 3-piece elbow, that is, if developing an actual pattern, the scratch-awl may be used by punching a small hole at each point of intersection. Then by taking the snips and cutting the material from K to F, and F to K, D.E.D. will represent the pattern required for a four-piece elbow.

(Continued in next issue.)

PATTERNS FOR THREE & FOUR PIECE ELBOWS.

PLATE 11

ELEVATION. PLAN. FIG 1

ELEVATION. FIG 2

IN PRACTICE THE SHEET-METAL MAY BE PIERCED WITH SCRATCH-AWL AS SHOWN IN PATTERN BELOW.

WEEKLY PAINT DEPARTMENT

Eighteen Hundred Dollars in Prizes

Improvement League of Montreal Taking Active Step to Create Interest in Clean-Up and Paint-Up Movement—Effect of Campaign on Hardware Trade

FIFTEEN hundred dollars in cash prizes, and diplomas for children, will be offered as incentive to Montreal citizens to take an energetic part in the clean-up campaign which will be held in that city from May 14 to 20. And not only will the Civic Improvement League offer the handsome cash prizes referred to for the neatest and cleanest yards, and award diplomas to all children making an honest effort to play an effective part in the campaign, but there will be 60,000 books of instructions for the school children, and 60,000 pamphlets to be delivered to their homes, in which the benefits of cleanliness and neatness will be dealt with from the standpoint of pride in civic appearance and protection to public health. Further than the sums referred to for the clean-up week Montreal's Improvement League will give prizes for well-kept gardens and lawns during the summer and in the autumn there will be diplomas offered to encourage activity for the fall clean-up.

The clean-up campaign is one in which the retailer, and particularly the hardware retailer, should take a vital and active interest. It can be made to increase the music of his cash-register. Whether it be the parent or the child, the spring cleaner-up requires certain equipment or implements wherewith to clean. If it is interior cleaning there will be need for paint, for varnish, for enamel, for mops, for tacks, for wallpaper, for polishes, for a stepladder, for picture wire—or for one or more (mostly more) of the hundred and one things required to put the house shipshape, or houseshape, for the summer months after the coal-consuming days of the close season.

Then when the housewife is endeavoring to get her share of the home activity of her spouse in beating and relaying carpets, hunting up the screen doors and the window fly-obstructions and such other little jobs as usually end in discolored thumb-nails (with or without attendant use of appropriate language); then it will be found that the back yard demands attention. There will be fencing to paint, flower beds to lay out, vegetables to plant—and there will be raking and hoeing and spading and shovelling to be done with what rakes and hoes and spades and shovels the neighbors did not borrow the previous autumn.

Cleaning-up is a contagious form of spring fever. The first germs may not seem to have much effect, but they multiply rapidly. Only one portion of the domestic system may at first be affected but the cure in that quarter will reveal the fact that there is need to go further. One portion of the premises cannot be very well improved without calling attention to the fact that other portions require like treatment. Thus the activity spreads and when it reaches the borders of one man's property it does not stop; its influence goes further and is likely to affect the whole street or block or community before it is stopped.

And about the time the cleaning-up is completed and the onions and the radishes planted, it will be discovered that nature unaided has worked her yearly wonder with the front lawn before there is a green peep from the vegetables. A lawnmower will be required, or clippers, or something else which the hardwareman has to sell, while Old Sol will soon dim the first freshness to a shade of brown or tan if there is not a sprinkler or an active hose.

And so it goes throughout the summer. Every lawn and every garden needs a great deal of attention, The particular amount of that attention will depend to a very large extent upon the moral pressure brought to bear upon Mr. Citizen as to his duty to himself, to his family, to his neighbor and his community. Improvement leagues and horticultural and other societies working for cleaner and brighter towns and cities can do much and the hardware merchant will do well to co-operate so far as possble; even where there is no organized effort, displays of seasonable lawn and garden equipment or advertising calling attention to where they can be secured will do considerable towards arousing the proper spirit of spring.

What "Clean Up and Paint Up" Movement Means

For two or three years it has been the custom of many Canadian towns and cities to have a general public and private "Clean Up" week between May 1 and May 15. This, year it is hoped, the movement is to have a still wider scope and that many more towns will undertake to have a week in which the civic housecleaning is done. It should be the aim of all people to clean up and brighten their homes within. It should also be their aim to make the exteriors, the alleys, yards, lanes, back lots and other unsightly places more presentable. Everybody, old and young, should lend a hand to this very necessary work. Hardwaremen and paint dealers should do all in their power to help the movement along. It will not only benefit them financially, but will make their town or city a more wholesome place in which to live.

YOUR greatest asset is the confidence of your customers. If you have this in full measure, you are sure of good business which no competition can take away permanently.

JAMIESON'S Crown and Anchor Brand

On Building a Business

Your customers for paints and varnishes rely on you to give them what will satisfy them. Price may play its part at the beginning of the sale, but in the end be sure of this; it is *quality* that your customers desire. Always urge your customer to consider the item of satisfaction.

Established 1858

Your Good Name and Ours

For the paint business it is exceedingly simple and easy to *lower* quality —and the temptation with many is irresistible. But for 58 years we have adhered to the basis principle of our business which is: Quality first, last and always. This principle has conserved your good name and ours.

Write us if you are not stocking the Jamieson line of paints and varnishes, for our proposal to you, remembering that our name and history allied to your name and business will add to the asset of confidence referred to above.

R. C. Jamieson & Co., Limited

Owning and Operating P. D. Dods & Co., Limited MONTREAL

MOORE'S

House Colors

Pure Ingredients

Plus Experience

Every can of Moore's House Colors is full to the brim with a quality that only pure materials and long experience can produce.

This line of Linseed Oil Paints has made good in all the climates and from coast to coast.

Our dealer-agents say it is an ideal money-maker.

Make the first step towards putting more money in **your** cash drawer by writing for proposition.

MADE IN TORONTO, Can.

Benjamin Moore & Company LIMITED

WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

EVENTS IN THE TRADE

Personal

W. H. Rumble, of Victoria Harbor, Ont., has been in Toronto on a business trip during the week.

A New Store

Hyslop's Hardware, New Westminster, B.C., has purchased the hardware and sporting goods stock of M. J. Knight & Co., Ltd., and has opened up in the Central Hotel Building.

New Firms

Watrous, Sask.—E. C. Sparrow, of Spokane, Wash., will open a store here, known as the Watrous Bazaar. A stock of goods will be carried, ranging in price from 5c to 25c.

Opened With a Dance

Spirit Lake City, Alta.—A dance was held on St. Patrick's Day in the new hardware store of H. H. McLeod. A large crowd was in attendance, and dancing was kept up till 3 a.m. A new stock has been ordered.

J. H. Ashdown Returns

J. H. Ashdown, head of the Ashdown Hardware Co., Ltd., returned to Winnipeg this week. Mr. Ashdown's health is greatly improved, and it is hoped that it will be completely restored in a week or two. It is eight weeks since he left for the Mayo Hospital at Rochester, Minnesota, though the last fortnight has been spent at Minneapolis and St. Paul.

Putting Up New Store

Grand Prairie, Alta.—On their present premises on Third Avenue South, J. Thompson, of the Thompson Hardware Company, announce that preparations will commence immediately for the erection of a large store, 32 by 80 feet, with a large warehouse at the back. The company has engaged a tinsmith and sheet metal worker, who will have office and shop at the back of the building.

On His Western Trip

J. A. Hossack, sales manager of the Lufkin Rule Co., will regretfully pack his grip next week, and start on his annual spring trip to the coast. All the wholesale hardware buyers in the West will have a chance to welcome the genial Jimmie within the next six weeks, and we give them fair warning that he has increased the capacity of his order book for the occasion.

EXHIBITORS AT TOY CONFERENCE

(Continued from page 34.)

TOY PRODUCTS COMPANY OF CANADA, Toronto.—Mechanical wood toys, games, ring toss, gramophones.

SHURLY-DERRETT,LTD., Toronto.—Skipping ropes, sleigh skates, hammocks, soldiers, battleships, beavers.

W. WILLIAMS, Montreal.—Dolls' tea sets in boxes, bedroom sets in boxes.

E. SKAT PETERSEN, Toronto.—Tin soldiers, showing the various Canadian regiments. This was a very attractive display, showing a model of trenches with sandbags, wire entanglements, soldiers, encampments in rear, farm scenes, soldiers on the march, pontoon bridges.

MACDONALD MANUFACTURING CO., LTD., Toronto.—Metal packages, novelties, engines, horses, cattle, driving reins, regiments of soldiers, children's reins with bells.

CANADA TOY CO., Toronto.—Three-wheel kiddies' car.

SCHULUTZ BROS. CO., LTD., Brantford.—Teddy-bear rockers, children's pool tables, billiard games, triangleo games, crokinole boards.

IDEAL BEDDING CO., LTD., Toronto. — Dolls' beds.

NEWMARKET METAL TOY CO., Newmarket.—Railway cars, boats, hook and ladder, dump carts, automobiles, elephants. This exhibit caused considerable comment.

MOYER-SHAW MANUFACTURING CO., Windsor. — Cash register banks, children's typewriters, pop guns.

TORONTO WOMEN'S PATRIOTIC LEAGUE.—Monkeys, dogs, cradles, Circus Billy, golliwoggs, Russian dolls, Sister Susy, Red Cross Nurse, Miss Canada.

THIRD OF SERIES NEXT WEEK

The concluding article of the series on how to prepare the painting surface and on troubles experienced by dealers, which has been written for Hardware and Metal by F. J. Penberthy, manager of Lowe Brothers, Ltd., Toronto, will appear in next week's issue. This is a very practical series of articles and a study of them by the dealer should help greatly in solving some of his difficulties. Two articles have already appeared. Merchants should not fail to read the last one of the series.

WEEKLY PAINT MARKETS

(Continued from page 52.)

quiries from all over the world are going to the United States, and it looks as if American producers will be called upon to supply the bulk of the world's demands. This naturally affects the Canadian market, as the bulk of this material used here comes from the States. There is little doubt but that high prices for blue stone will prevail until the termination of the war.

White Lead.—The market is very firm at the big advance announced last week. The pig lead market is very strong, and there is no indication of any decline in prices, the position of this metal being very strong owing to the heavy demand and present scarcity. Unless the pig lead market weakens in the near future, higher prices for white lead are very probable, notwithstanding the present extraordinary level.

Mixed Paints.—The market has become much firmer since the big advance in white lead, and the trade and higher prices for ready-mixed paints is now very probable.

Putty.—The situation is unchanged and prices holding firm. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.65
Bulk, in 100-lb. drums	2.85
Bulk, in 25-lb. drums	2.95
Bladders, in barrels	3.25

Pure putty, 70c per 100 lbs. advance.

MEETING MAIL ORDER HOUSES ON STOVES

(Continued from page 35.)

by leaps and bounds. Recent announcements in Hardware and Metal stated that two of the largest mail order houses in Canada are establishing new distributing branches for mail order departments only. Those who are making a close study of the methods of mail order merchandising and who are in close touch with the situation are those who most realize that a remarkable development of mail order buying is taking place in the Dominion, and it can only be checked by the combined efforts of retailers, wholesalers and manufacturers.

A surprisingly large number of small foundries in Canada are busily engaged in making stoves for mail order selling. The same applies to the manufacture of many other products which are finding a ready sale by the mail order route.

DO YOU KNOW YOUR CUSTOMERS' NAMES?

Does the hardware merchant realize the value of being able to call his customers by name? It is flattering and pleasing to most people to be remembered and to be called by name. It is natural that the customer will return to the one who knows him personally.

Some of the most successful politicians are those who have cultivated this faculty of remembering names and faces. It is stated that the remarkable success which William Jennings Bryan had as a politician was due largely to this faculty. After only a casual meeting with men in a gathering where perhaps he met hundreds of other men he could recall having met such and such a person. This faculty with him was cultivated to the nth degree.

From the point of view of salesmanship this is a most valuable asset for any merchant to cultivate. It lets the prospective customer see that the merchant has an interest in him keen enough to at least remember his name. In small towns the hardwareman will possibly know most people. But there are always new people dropping in. It is a great assistance to business to know your customers' names—and to call them by name.

FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

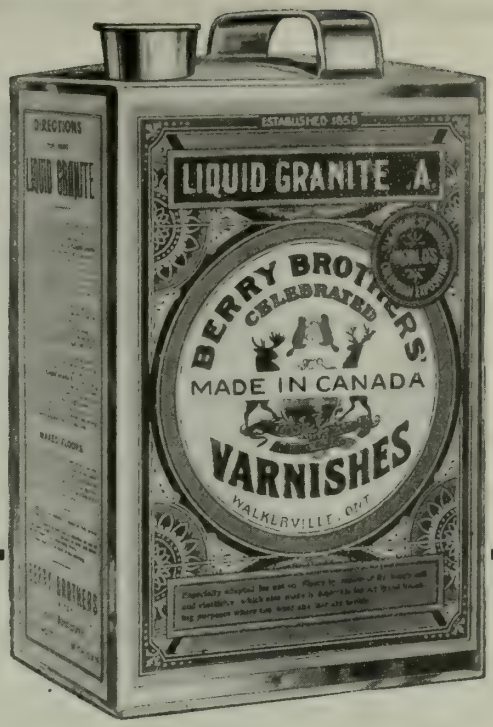
It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Established Since 1835



A Strong Leader

is the keystone of a profitable varnish trade.

It's no trouble to sell any varnish once, but unless it leads to repeat orders such business is neither profitable nor desirable.

Berry Brothers Made-in-Canada varnishes not only attract customers but retain them. Their earned merit, aided by our aggressive advertising methods, have won the preference of varnish buyers.

Our products are not only safe to recommend but easy to sell, as their best selling argument is the label of Berry Brothers.

You can increase the volume of your varnish business by making a leader of Berry Brothers' line.

Write for our selling plan and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

ESTABLISHED 1858
Walkerville, Ontario

(288)

Wire Cloth

of every description

Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

Canada Wire & Iron Goods Company
Hamilton, Ont.
Eastern Representative, H. F. O. Pull, 184 Mance St., Montreal, Que.

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 30.—At writing there is a tension in the air in paint circles, a tension which portends immediate developments. The probabilities are that within a few days—perhaps within a few hours and before this reaches the reader—there will be more or less sweeping advances made on ready mixed lines. The developments in the lead market referred to last week, which have been followed by still more severe conditions in the "pig" situation, have forced manufacturers to give immediate attention to their selling prices. At last report we stated "there is some question whether the present prices will continue throughout the mouth of April" but at that time such early consideration of the matter as is indicated by this week's developments could not be predicted.

The situation of the manufacturers is that the constant rise of the cost of raw materials has been such that at the present time paint is being delivered on bookings at a price which would represent a distinct loss on the cost of production represented by the prevailing markets. Not only has there been the remarkable upward movement of lead to which reference has been made, but zinc continues at its high level and is difficult to secure at almost any price while colors are steadily climbing with the rising cost of chemicals; at the same time there has been no relief as regards turpentine and the recession of a few cents on oil does not act as any effective offset to the advances referred to. Even at the time the last adjustment of prices was made it was known that higher quotations on paints were warranted but manufacturers were reluctant to made advances if there was a chance of a reaction. Instead of the reaction hoped for, however, there has been an upward movement for practically every ingredient entering into paint manufacture.

So far as business is concerned the rising market has encouraged some further ordering and conditions are generally satisfactory in this regard for the season of the year. Deliveries are going out well.

Linseed Oil Easier. — Under the influence of a weakening market for flax there is a distinctly easier tone to the linseed oil situation. As compared with a range last week from 95c and 98c to $1.00 and $1.03 for raw and boiled respectively. present quotations are generally confined to 94c and 95c and 97c and 98c for raw and boiled respectively. This indicates a decline of anything from 1 cent to 5 cents within the range, although some houses formerly quoting at the then minimum have not changed. Further there are reports to be heard that business is being done below the lowest of the quotations given. Montreal basis is as follows:

	Raw	Boiled
1 to 2 barrels	94c-95c	97c-98c
3 to 5 barrels	93c-94c	96c-97c
6 to 9 barrels	92c-93c	95c-96c

The Lead Situation. — With further strength in the market for pig since the last pig advance on white lead was decided upon, the market is very strong and the condition that quotations given are for immediate acceptance and immediate delivery only is being strictly adhered to. Reports are to be heard that higher prices would be warranted but there are no definite indications of an early advance, while, on the other hand, it may be accepted that with any material reaction there will be lower prices to encourage consumption. Montreal basis: $13.80 for ton lots and $14.10 for less than tons.

Gasoline Steady and Firm.—There is no change in the quotations for gasoline and benzine but prices are firmly held and indications continue that the upward movement is likely to continue with advances from time to time while war conditions prevail. Quotations follow:

Gasoline, in barrels	33c
Gasoline, in drums	30½c
Gasoline, tank wagon	30c

Turpentine is Steady.—There has been little change recently in the turpentine situation and there is still a considerable spread in the quotations to be heard. There are prices from 77c to 80c for single barrels with 1 cent off for larger quantities.

Miscellaneous Items. — Arsenate of lead and red lead are both strong on the advances reported last week. Paris green is very firm with prospects of higher prices if the demand proves more than the comparatively short supply available. Glass well maintains the higher level reported last week and putty is firm on comparatively small demand. Zinc continues at its high level and supplies are difficult to obtain. Colors are steadily advancing with the exhaustion of certain supplies and increasing cost of chemicals.

TORONTO

TORONTO, Ont., March 30.—The arrival of more seasonable weather has improved the outlook in the paint trade, and dealers' stocks will begin to move out in greater volume. The big advance in white lead has made higher prices for mixed paints more likely than ever, and if the lead market holds at the present level for a time mixed paints are also certain to be affected. The weakness in the linseed oil market has resulted in a decline in prices, following a further drop in flax seed. Turpentine is a shade higher, although the situation has not changed to any material extent. A new and revised paint list is being prepared, and will be issued shortly; apart from this there have been no developments of any particular importance in the glass market.

Linseed Oil Declines.—The weak tendency in the linseed oil market, reported last week, has resulted in a decline of 3c a gallon. The seed market has been falling, and the demand for oil comparatively light, thus giving a weak undertone to the market. The demand for oil is expected to improve considerably as the season gets older, which may help to stiffen the market and maintain prices at approximately the present level, or possibly a little higher. The following prices are being quoted in Toronto for linseed oil:

	Raw.	Boiled.
1 to 2 barrels	98c	$1.01 per gal.
3 to 5 barrels	97c	1.00 per gal.
6 to 9 barrels	95c	0.98 per gal.

Turpentine Up.—The market is a shade stronger, having advanced 1c, making the price 80c per gallon. This may be the top of the market for the meantime, as it is believed that turpentine is now about as high as it will go. The new turpentine will soon be on the market, which will have a tendency to depress prices. The following prices are being quoted for turpentine in Toronto: 1-barrel lots, 80c; 2 to 4 barrels, 79c; and 5-gallon lots, 87c per Imperial gallon.

Glass.—A new pane price list has been prepared, and is now in the press. The list has been revised in an upward direction owing to the increase in manufacturers' costs. The gross prices, although higher, will be subject to a discount. The situation in the trade is unchanged, and prices are very firm.

Gasoline.—A further advance in gasoline and naptha will probably be made early in April. Crude oil continues to advance steadily, and the consumption of gasoline will materially increase with the improvement in the weather. Gasoline is unchanged at 32c, and benzine at 31½c per gallon.

Blue Stone.—The demand for blue stone or copper sulphate continues heavy and the market is very strong. Prices are still very high, which is due to a great scarcity of this material. In-

(Continued on page 50.)

THERE ARE TWO SIDES TO THE VARNISH QUESTION

The Retailer's Side—naturally considers the sound policy of handling nothing but reliable Varnishes, that inspire confidence in the customer's mind, and so increase sales for the paint department.

The Consumer's Side—He is always most particular regarding the **performance** of the Varnish he buys. If not satisfied, he buys no more of that kind, thus practically forcing the dealer to change his stock to a brand like Maritime Spar Varnish.

MARITIME SPAR VARNISH

Maritime Spar Varnish represents a wide range of uses, and so a large circle of sales. It is not only suited to Maritime craft, but for all those household and trade purposes where a water-resisting Varnish is indicated.

Maritime Spar Varnish is put up in ½ pints, 1 pint, ¼ gals., ½ gals., and 1 gal. Please advise us early as to your requirements.

The Consumer demands of this Varnish that it shall resist the action of hot and cold water, and degrees of heat and cold. In this, he will never be disappointed, rather abundantly gratified with results.

The Consumer is supplied with small sample tins giving him just sufficient Varnish to make a thorough test on some small article in actual use.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb........... 69
Pattern, lb. 64
Sheets, $1 to $1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½—5% off; all other R. F. Short Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M. net; C. B. Caps, $2.95 per M net; Blanks, R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5%; C. B. Caps, 40 and 2½%; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10%; Primers, 2½; brass shot shells, 45%; "Winchester" B. B. Caps, $2.95 M net; C. B. Caps, $3.08 M net; 22 short, black, 20 and 15%; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle, Ball, adv. 15½; Pistol and Rifle, Shot, 4; Military and Sporting, adv. 26½; Primers, $2.47½ net; Brass Shot Shells, 30 and 10

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in. 2 50
B.T.—10 in. 2 75
B.T.—12 in. 3 25

AXES.

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz....... 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes, No. 2, doz. 9 75

Single bit, doz......	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

BELTING (Leather).

Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE..	Montreal	Toronto
Single bbls., gal...	0 32½	0 31½
Drums, gal.	0 30	0 29½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 52½%.
Carriage Bolts ($1), list, 7-16 in., 37½%.
Machine Bolts, ⅜ in. dia. and smaller, 52½%.
Machine Bolts, 7-16 in. dia. and larger, 42½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 42½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 37½%.
Coach and Lag Screws, 60%.
Sink Bolts, 55%.
Square Head Blank Bolts, 42½%.
Bolt Ends, 42½%.
Plow Bolts, 42½%.
Elevator Bolts, 42½%.
Fancy Head Bolts, 35%.
Shaft Bolts ($3 list), 35%.
Step Bolts, large head ($3) list, 35%.
Whiffletree Bolts, 35%.
Nuts, square, 2¾c off list.
Nuts, hexagon, 3c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 65%.
Tire Bolts, 55%.

BORAX

Lump, Crystal Borax, lb.. 0 07¼

BRASS. Per lb.

Springs, sheets, 8" wide, up to 20 gauge 0 60
Rods, base ½ to 1" round 0 55
Tubing, seamless base ... 0 55
Tubing, iron pipe size, 1" base 0 50
Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz........ 4 80
3 sections, 5 ft., doz........ 6 00
3 sections, 6 ft., doz........ 7 20

BOILERS (Range).

30-gal. Standard, welded....$7 50
30-gal. Standard, riveted.... 7 75
30-gal. extra heavy 11 00

BOARDS, BAKE. Per doz.

No. 1—18" x 24"............ 6 00
No. 2—18" x 28"............ 7 20
No. 3—20" x 30"............ 7 80

BOARDS (Ironing).

Size 12x60 ins., doz......... 7 20
Size 14x60 ins., doz........ 8 40
Folding, 14x58 ins., doz..... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz.. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 10%.

BOARDS (Wash)	Tin Plate	Zinc
	Per doz.	
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King ...	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced.	....	1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz. 14 63
Weighted, 20 lbs., per doz. 16 78
Weighted, 25 lbs., per doz. 20 25

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 40 and 10%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 25%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamery cans, 25%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, net.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto..	1 50	1 50
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English ..	17 00	21 00
Fire brick, Mm., low.	23 00	25 00
Fire clay, 2½-lb. tins, doz..		1 25

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.).. 0 2?
Cement (in 5 and 10 gals.).. 0 23
Cement (in 2 gals.)......... 0 30
Cement (in 1 gal.) 0 35

CHALK.

Carpenter, per gross..	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross ...	....	0 20
Carpenter, white, gr..	0 65	....
Carpenter, blue, gr....	0 80	....
Carpenter, red, gr.....	0 80	....

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels, 75% off list; if B edge, add 90c doz.

CHAIN.

Quotations nominal.
Proof coil, per 100 lbs., ¼, $8.85; 5-16, $7.50; ⅜, $6.75; 7-16, $6.55; ½, $6.35; 9-16, $6.35; ⅝, $6.20; ¾, $6.10; ⅞, $5.95; 1, $5.80.
Electric Weld Coil Chain—BB 3-16 in., $11.45; ¼ in., $8.15; 5-16 in., $6.65; ⅜ in., $5.60; 7-16 in., $5.60; ½ in., $5.60 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $13.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in....	47 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	46 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	55 00	54 00
Copper sheet, planished, 14x60 base	58 00	57 00
Braziers' in sheets, 6x4 base	47 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb. 0 32½
No. 7, lb. 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

COAL TAR.

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl.. 5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES. Montreal

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

Galvanized	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.
IC, 14x20 base 6 75
IX, 14x20 base 7 75
IXX, 14x20 base 8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $10; 200 lbs., $10.25.

COKES, BRIGHT.

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM.

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS, 3¼ to 3½c per lb.

DRILLS.

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.

MADE IN CANADA

3 SPECIALS GUARANTEED TO GIVE EXCELLENT SERVICE

IMPERIAL GENUINE — The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS HEAVY PRESSURE — For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID — Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	72½
Kearney & Foot, Arcade	72½
J. Barton Smith Eagle	72½
Disston Brand	70
McClellan Globe	72½
Black Diamond	60 5
Delta Files	55 10
Nicholson	60 5
Globe	72½
Vulcan Brand	70—10

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 27½%; bushings, 60 and 5%; flanged unions, 60%; malleable bushings, 60 and 5%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60 and 5%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 75%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30½
Tank wagon	0 30

Toronto.

Any quantity, in bbls	32
Drums, 40-gal., per gal	29
Tank wagon	28½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 45

Smaller sizes extra.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	8 85
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith		9 00
Atlas, steel covered	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Steel King Hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices

Heavy	Strap	Tee
4 in., doz. prs.	$1 37	$1 16
5 in., doz. prs.	1 66	1 45
6 in., doz. prs.	1 81	1 63
8 in., doz. prs.	2 46	1 85
10 in., doz. prs.	4 35	3 33
12 in., doz. prs.	5 40	5 25
14 in., doz. prs.	6 16	5 36

London price figured net at 27½%.

Light.		
3 in., doz. prs.	0 43	0 43
4 in., doz. prs.	0 51	0 47
5 in., doz. prs.	0 60	0 55
6 in., doz. prs.	0 72	0 64
8 in., doz. prs.	1 06	0 76
10 in., doz. prs.	1 49	1 02
12 in., doz. prs.	2 55	1 91
14 in., doz. prs.	....	2 34

Heavy tee and strap discount, 27%.

Light tee and strap discount, 50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 50
Over 14 in., per 100 lbs.	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps. 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.40; "Sharp" No. 2 and larger, $1.60; "Sharp" No. 1 and smaller, $1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5 per cent. for full reels, 500 ft.

Cable, 70 per cent.

Leader, 60 and 10 per cent.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
Angles base	3 50	3 00
Common bar, per 100 lbs.	2 65	2 90
Refined iron, per 100 lbs.	2 90	2 95
Horseshoe iron, per 100 lbs.	2 90	3 00
Norway iron	6 25	5 20
Mild steel	3 05	3 00
Band steel	3 05	3 00
Sleigh shoe steel	3 05	3 00
Domestic	3 05	2 60
Reeled machinery steel	4 00	3 50
Tire steel	3 15	3 15
Toe calk steel	3 95	3 60
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 18
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 17¼	0 17¼
Spring steel	4 00	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, net; Toronto, net.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$13 25
72x30, 26 gauge, case lots.	13 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz

No. 0 Tubular Hot Blast Comet. plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	5 00
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd

26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 13c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft.	12 50	13 00
Sheets, 3½ lbs. sq. ft.	11 80	12 50
Sheets, 4 to 6 lbs. sq. ft.	12 25	12 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Warter Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston. London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephenson Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor	12 80
B.T. Cyclone	6 25
B.T. Cyclone Water Motor.	12 80
B.T. Vollmar, No. 2	6 50
B.T. Vollmar, No. 3	7 00
Forest City, engine-driven.	22 00
Forest City, electric	48 00

This Churn Is No Experiment

Every farmer knows the Daisy.

And so does every farmer's wife.

It has been her friend for more than 25 years.

You are not experimenting on your customers when you sell them a Daisy Churn. Daisy Sales increase your good reputation.

BARRELS HAND MADE.

It's very seldom a stave ever breaks in a Daisy barrel. That's because every barrel is hand-made and staves are of an even thickness all around the barrel. When barrels are machine made, very often the machine planes more from one side of the barrel than the other, leaving the staves on one side very thick and those on the other side very thin. As a consequence the staves break.

Hoops are center-punched to keep them firmly in place when the churn is standing idle.

The frame is made of 1 x 3-16-inch flat steel riveted together, is compact, neat and strong. It can be put together in a few minutes and adjusted to rest perfectly level on the floor by means of the cross board. This is better than tightening up a lot of little stove bolts as must be done with other churns.

The Daisy Churn can be fitted with tight and loose pulleys and run by a small gasoline engine.

Beatty Bros., Limited

Edmonton, Alta. Winnipeg, Man. FERGUS, ONT. Montreal, Que. St. John, N.B.

BT Pumps, Churns, Washing Machines, Ladders, Hay Carrier Goods, Wringers, Barn Door Track, Steel Tanks, Pipe, and Barn Equipment

BT

If interested, tear out this page and keep with letters to be answered.

MALLETS Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES
Victor, each $15 65
Woodyatt, each 7 25

MOPS
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS
Standard steel wire nails, Toronto, $3.40 base; Montreal, $3.45 base; London, $3.40 base; Collingwood and Owen Sound, $3.45 base.
Cut nails — Montreal, $3.20; Toronto, $3.20; London, $3.20.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.70, Montreal base.
Galvanized roofing nails, $10.15.

NAILS (HORSE)
M. R. M. cold forged process

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 25
No. 6, 2½	3 00
No. 7, 2 5-16	2 85
No. 8, 2½	2 75
No. 9, 2 11-16	2 65
No. 10, 2⅞	2 55
No. 11, 3 1-16	2 45
No. 12, 3¾	2 48

London, Hamilton, Montreal, Toronto.
Less 10 per cent.

NETTING, POULTRY
Discount 30 p.c. on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING Per rod
Invincible, 1640 .... 0 60
Invincible, 1848 .... 0 66
Invincible, 2060 .... 0 73
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.
Best (American) 16 00
U.S. Navy (American) 15 25
New hemp (English)....... 12 00
U.S. Navy (English)....... 10 00
Plumbers (spun) 6 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb...	0 45	0 45
Black Oil (Summer)	0 13½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS
Tea lead, pack, 6¼c lb.
Tea lead, chest, 6¼c lb.
Lead (heavy), pipe, etc., 7¼c.
Brass, heavy, 15½c lb.
Brass, light, 11¼c lb.
Zinc, heavy, 15¾c lb.
Copper, heavy, 21c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $10.50 ton.
Stove plate, $9.50 per ton.
Mach. compos., No. 1, 16½c lb.
Compos. turnings, No. 1, 14¾c lb.
Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING (JUTE)
Per Coil Lots
Fine jute, lb. 0 11½
Coarse, sewer, lb. 0 09½
Square braided 0 25
No. 1 Italian 0 30
No. 2 Italian 0 23

PAPER, ETC.
O.K. Paper, per roll 0 95
Resin sized Fibre, per roll.. 0 14
Per 400 ft. roll
Tarred Fibre, No. 1........ 0 66
Tarred Fibre, No. 2 ...... 0 46
Tarred Fibre, Good Luck Brand 0 66
Dry Fibre, Good Luck Brand 0 54
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 38
Sheathing, Shield Brand, tarred 0 46
Sheathing (Surprise) 0 40
Dry fibre, No. 1............ 0 54
Plain fibre, No. 2.......... 0 38
Sulphate, Black Cat, tarred. 0 80
Sulphate, Black Cat, dry.... 0 60
Per 100 lbs.
Heavy dry straw 1 95
Heavy tarred straw 1 95
Spruce sheathing 3 00
Carpet felt, 16 oz.......... 3 25
Carpet felt, 20 oz.......... 3 25
Asbestos Bldg. 3 25
Tarred felt 3 25
Heavy fibre, 32 ft. x 60 ft... 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	4 90	4 40
6 to 7 lbs., doz.	5 20	4 70
7 to 8 lbs., doz.	5 50	5 00
8 lbs., doz.	6 00	5 50
9 lbs.	6 75	6 15

PINS, COTTER
Cotter pins, 85 and 10% discount.

PINS, CLOTHES
Selected full count Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT
In effect March 20.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 25
¼ and ⅜ in.	2 88	4 55
½ in.	3 66	5 65
¾ in.	4 37	7 07
1 in.	6 46	10 46
1¼ in.	8 74	14 15
1½ in.	10 45	16 91
2 in.	14 06	22 76
2½ in.	22 23	35 98
3 in.	29 07	47 05
3½ in.	34 96	56 58
4 in.	41 42	67 04
Lapweld		
2 in.	15 54	24 24
2½ in.	22 82	36 56
3 in.	29 84	47 81
3½ in.	35 88	57 50
4 in.	42 51	68 13
4½ in.	52 07	83 19
5 in.	60 68	96 94
6 in.	78 72	125 80
7 in.	109 50	167 80
8 in.x25 lbs. per ft.	115 00	176 30
8 in.x28 lbs. per ft.	132 50	203 00
9 in.	158 70	243 20
10 in.x32 lbs.per ft	147 20	225 60
10 in.x40 lbs.per ft	189 50	290 50

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 ft. Black	Galv.
⅛ in.	$ 3 00	$ 4 48
¼ in. and ⅜ in..	2 82	4 89
½ in.	3 57	5 57
¾ in.	4 26	6 96
1 in.	6 29	10 29
1¼ in.	8 51	13 92
1½ in.	10 18	16 64
2 in.	13 69	22 59
2½ in.	21 65	35 39
3 in.	28 31	46 28
3½ in.	34 04	55 66
4 in.	40 33	65 95
Lapweld		
2 in.	15 17	23 87
2½ in.	22 23	35 98
3 in.	29 07	47 05
3½ in.	34 96	56 58
4 in.	41 42	67 04
4½ in.	50 80	81 92
5 in.	59 20	95 46
6 in.	76 80	123 80
7 in.	107 10	165 40
8 in.x25 lbs. per ft	112 50	173 80
8 in.x28 lbs. per ft	129 60	200 20
9 in.	155 30	239 80
10 in.x32 lbs. per ft	144 00	222 40
10 in.x40 lbs.per ft	185 40	243 30

Montreal and Eastern List.

PIPE (LEAD)
Lead pipe, $13.50.
Lead waste pipe, $14.50.
Traps and bends, 15 p.c. off.

PIPE (SOIL)
Medium and extra heavy pipe up to 6-inch, 65%.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)
2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH
Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER
Paris, per bbl. 2 50

PLANES
Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	3 50	3 75
Heads, per 100 lbs..	3 75	4 00
Tank plates, 3-16 in.	3 85	4 10

PLUGS (METAL)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS
B.T. Pump, No. 1, net .....$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS
Iron rivets, blacked and tinned, 42½%.
Iron burrs, 42½%.
Copper rivets, usual proportion of burrs, add 15 p.c.; burrs, add 30 p.c.
Extras on Coppered Rivets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll
Tarred felt, per 100 lbs..... 3 25
2 ply R.R. 1 05
3 ply R.R. 1 30
2 ply R.R., complete in roll 1 55
3 ply R.R., complete in roll 1 70
Carpet felt 3 75
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Comet, 1-ply 0 86
Pluvius, 1-ply 1 05
Pluvius, 2-ply 1 40
Colborne Crown, 1 ply..... 1 20
Colborne Crown, 2 ply..... 1 45
Colborne Crown, 3 ply..... 1 75
Compo Certainteed, 1 ply ... 1 40
Compo certainteed, 2 ply .. 1 75
Compo certainteed, 3 ply .. 2 10
Excello, 1-ply 1 60
Excello, 2-ply 2 00
Excello, 3-ply 2 50
Jewel, 1-ply 1 10
Jewel, 2-ply 1 40
Jewel, 3-ply 1 75
Liquid roofing cement, per gal., in barrels........... 0 22
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 06¼
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE lb.
Pure Manila basis 21
British Manila basis 17
African hemp basis 17
Sisal basis 13
Single lath yarn basis 13
Double lath yarn 13¼
Yacht marline 35-40
White polished halyards.... 22
Hemp, deep sea line basis.. 20
Hemp, tarred ratline basis.. 26
Hemp, tarred belt rope basis 28
Marline and Houseline 28
Jute rope basis 15
Italian rope basis 30
Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.
Cotton rope, 3-16 in......... 0 26
Cotton twine 0 27
¼ in. and larger 0 25
Sisal Clothes Line.
3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 63
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply, 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft. 2 40

SCALES.
Imperial Standard ....25 p.c.
Champion ....40 p.c.
Steel weigh beams ....20 p.c.
Gurney Standard ....40 p.c.
Fairbanks Standard Scales.25 p.c.
Crown Even Balance ......40 p.c.
Richelieu Union Scale......40 p.c.
Dominion Plates Scales, ..40 p.c.
Net prices on Champion scales are as follows:
Champion, 4-lb., $3, plus 20c for stamping. Champion 10-lb., $4.50 plus 40c for stamping. Champion 240-lb., $6.60 plus 50c for stamping. Champion 600-lb., $16.80 plus $1 for stamping. Champion 1200-lb., $19.80, plus $1 for stamping. Champion 2000-lb., $26.40, plus $1 for stamping. Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCRAPERS Doz.
Medium $2 15
Heavy 3 00

SCREWS (MACHINE)
Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister head, brass, net.

SCREWS
Discounts off Standard List
Wood, F. H., bright 80%
Wood, R. H., bright 75%
O. H., bright 75%
Wood, F. H., brass 0 47½
Wood, R. H., brass 0 45
Wood, O. H., brass 0 45
Wood, F. H., bronze 0 40
Wood, R. H., bronze 0 37½
Drive screws 65 10 10
Set case hardened .. 65 10
Square cap 65 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz........ 4 75

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	4 35	4 00
12 gauge	4 45	4 10
14 gauge	4 20	3 85
16 gauge	4 25	3 95
18-20 gauge	3 55	3 55
22-24 gauge	3 65	3 65
26 gauge	3 70	3 70
28 gauge	3 80	3 80

Re Gauges of Sheets.
In the quotations which follow on sheets, it is advisable to note that Queen's Head, Fleur de Lis, and Gorbal's Best Best, also Colborne Crown are English gauges, while Apollo and Premier are U.S. gauges. American 10¾ oz. is the same as English 28 ga.; American 28 gauge is the same as English 26 ga. The heavier gauges are almost identical, the English sheets running slightly lighter than the U.S. standard.

SHEETS, CORRUGATED
Per 100 sq. feet.

	Galvanized	Painted
28 ga.	$ 5.50	$3.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 10 per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 50
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.95; U.S. No. 28, $6.75; U.S. No. 26, $6.45; 22 and 24 gauge, $6.30; 18 and 20-gauge, $6.10; 16-gauge, $5.95; 14-gauge, $5.75. F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 55
18-20 gauge	5 75	5 90
22-24 gauge	5 85	6 10
26 gauge	5 95	6 25
28 gauge	6 45	6 50
10¾ ozs.	6 75	6 75

Add 25c for less than case lots.

Are you handling the oldest and best-known Paris Green in Canada? Berger's Deep Shade, Pure Paris Green has long been known for its high standard, uniformity and quality. It is the Paris Green which is known to every farmer in Canada, and with it the best results are obtained. Are you in a position to satisfy your customers when they ask for

BERGER'S PURE PARIS GREEN

The amount of Paris Green on the market this year will be limited. Delay in ordering and covering for your requirements will be serious. Now is the time to consider your stock and possible requirements. Place your order now for a liberal quantity of BERGER'S DEEP SHADE, PURE PARIS GREEN, and be sure that you are handling the best Paris Green and the one that has the greatest demand.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S.
LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50	45	35%
Socket scoops,	40 and 5	35 and 5	

Rivet scoops, 35 and 7½%.
Drain tools, 50%.
Hollow backs and hand, 50 and 35%.
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SINKS.

Flat rim enameled sinks, 16x24, $3.40; 18x30, $3.70.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 53 cents.

SOLDER, BAR.

Guaranteed 0 31½
Strictly 0 29
Commercial 0 28

SOLDER, WIPING.

Star extra 0 28½
Easy 0 27½
Acme 0 26

SPELTER See weekly report.

SPOUTS

Warner Malleable Winged Shank, per 1,000 ....$18 00

STAPLES Per cwt.

Montreal Toronto and London
Fence staples, galv., in kegs 4 65
Fence staples, galv., 25 lb. boxes 4 90
Fence staples, bright, in kegs 3 80
Fence staples, bright, in 25-lb. boxes 4 05
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each.. 3 75
Ontario, 4-passenger, each.. 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each....... 9 00

TACKS

Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount, 75 and 10%.

NAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 40 and 5%.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS

Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$3.80
10 in.	4.24
12 in.	5.01
15 in.	6.88
18 in.	8.80

12 cents extra for round head.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.)
600 ft., per lb.) 1916 prices
500 ft., per lb.) not issued.
500 ft., per lb.)
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb. Montreal	Toronto
5-ply and up		0 27
4-ply	0 26	0 26½
3-ply	0 25	0 24

TUBES

Boiler Tubes, Lapwelded.

100 ft., 1½ in.	14 00
100 ft., 2 in.	13 36
100 ft., 2¼ in.	14 65
100 ft., 2½ in.	17 05
100 ft., 3 in.	17 65
100 ft., 3½ in.	21 80
100 ft., 4 in.	27 85

TUBS

Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Hercules
No. 4 .... 12 40
No. 5 .... 13 92
No. 6 .... 15 40

Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3.... 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.
Hand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work bibs, 58%; No. 0 basin cocks, 58%; and 1 and 2 basin cocks, 53%; bath cocks, 64%.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60%.
J. M. T. Globe, Angle and Check Valves, 35%; Standard, 45%.
J. M. T. Radiator Valves, 50%; Standard, 57½; patent quick opening valves, 70%.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 15%.
Copper tea and coffee pots, 15%.
Copper boiler and tea kettle pitts, net.

WARE, JAPANNED.

Colored, 30%; Coal hods, 25%.

WARE, ENAMELED.

White war, 70%.
Canada Diamond, Premier(40 and 10%.
Pearl, Imperial and Colonial steel, 60%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 30 and 10% off.
Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, 10%.
English pattern, 10%.
Galvanized washtubs, 10%.
Galvanized coal hods, list.
Other lines, 10%.

WARE, TIN, PIECED

Discount, 25%.
10-qt. flaring sap buckets, 25%.
6, 10 and 14-qt. flaring pails, 25%.
Copper bottom tea kettles and boilers, list.
Coal hods, 25%.

WARE, STAMPED Plain, 70%.
Retinned, 66 2-3%.
Tinners' trimmings, 70%.

WASHERS, IRON

Full box, 30%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 90

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

WIRE, CUT HAY BALING

No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, 4$.25; No. 14, $4.40; No. 15, $4.65.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)

4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.

No. 18, $4.75; No. 19, $5.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, $4.30; No. 19, $3 ...
No. 17, 7-strand, $5.55; No. 18, 6-strand, $4.00; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL

Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $3.50; No. 14, $3.55; No. 15, $3.65.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $3.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE) Per cwt Montreal

Barb	4 50
No. 9, coil spring	4 30
No. 9, plain galv	4 25
No. 12, plain galv	4 40
No. 13, plain galv	4 50
O. & A., No. 10	3 76
O. & A., No. 11	3 82
O. & A., No. 12	3 90

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 1? wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt
No. 12	$ 3 90
No. 13	4 00
No. 13½	4 05
No. 14	4 15
No. 15	4 30
No. 16	4 55

WRINGERS.

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Daisy No. 2 .... 63 00
Dairy No. 1 .... 57 75
Maple Leaf No. 2 .... 56 25
Maple Leaf No. 1 .... 51 00
Sun 42 00
Less 15 per cent.

WRENCHES

Trimo, 62½% off list; parts, 60%.

WRINGERS—MOP.

White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 53

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 31	0 31
Part cask	0 31½	0 31½

REDS

YELLOWS

GREENS

BLUES

Dry Colors

of Highest Quality

Made in Canada

PARIS GREEN

The ALLAN MUNRO COLOR CO., Limited, Montreal

READ THIS BOOK ON WINDOW DRESSING

It is filled with illustrations of attractive displays — prize-winning displays in fact—because the booklet is the result of a window-dressing prize contest. Each picture contains a suggestion. Each suggestion can be worked into your display of

SIMONDS SAWS

A descriptive story runs through the booklet, telling some interesting facts about window trimming, which is a part of the service we offer Simonds Saw Dealers. No matter whether you handle Simonds Hand or Crescent Ground Cross-Cut Saws, you should have one of these stories about window dressing. Simonds Saws, as you know, are very high-grade saws, therefore the suggestions in the book must also be high-grade. A copy of the booklet may be had for the asking.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B.C. **St. John, N.B.**

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz......$14 63
Weighted, 20 lbs., doz. 16 78

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg... 0 09
Burnt Umber, 100 lb. ... 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 .... 0 02
Drop black, pure dry ... 0 20
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure .. 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White ... 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel... 1 90
Jas-per-lac art enamel 3 10
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 16
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags..... 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS
Country Base Price

United Inches	Star	Double Diamond
Up to 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 30 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to $50. Above $50, add $10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure"	$13 80	$13 95
O.P.W. Decorators' Pure	13 80	13 95
Crown and Anchor	13 80	13 95
Elephant Genuine	14 10	14 25
Green Seal	13 80	13 95
Moore's Pure White Lead	13 80	13 95
O.P.W. Decorators Pure	13 80	13 95
O.P.W. English	14 05	14 20
Painters' Perfect	13 35	13 50
Ramsay's Pure Lead	13 80	13 95
Tiger Pure	13 80	13 95

Less than ton lots, 30c per cwt. higher

Brandram's B B Genuine, $15.50 Montreal and $15.65 Toronto in less than ton lots. Ton lots less 5 p.c.
James Genuine, $15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt... 13 50 11 00
Genuine, 100-pound kegs, per cwt.... 13 87½ 11 50
Less quantity 0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	..
25-lb. irons	25 50	13 00
50-lb. irons	....	12 50
100-lb. irons	24 00	11 75
200-lb. irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "English" $2 30
Benjamin Moore's "Egyptian" Brand 1 45
Canada aPint Co.'s Pure ... 2 45
Elephant 2 15
Fresco Tone 2 20
High Standard, White 2 45
High Standard, Colors 2 30
Jamieson's Crown and Anchor 2 00
Jamieson's Island City 2 05
Martin-Senour 100% Pure ... 2 20
Minerva 2 20
Mellstone, gal. 2 20
Lowe Bros. Hard Drying Floor, gal. 2 05
Moore House Colors 1 85
O.P.W. Canada Brand, Pure 2 00
O.P.W. Canada Brand, Floor 1 90
O.P.W. Canada Brand, Flat Wall 2 10
Ramsay's Pure 2 10
Ramsay's Thistle 1 60-1 70
Stephens' House Paint, (Wpg.) 2 25
Stephen's Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 10
Senour's Porch Paint 2 30
Sherwin-Williams 2 30
Flat tone 2 20

PARIS GREEN

	C.P. Co.	Bergers
600-lb. barrels	38¾	39½
250-lb. kegs	39	39¾
100-lb. drums	40	40¾
50-lb. drums	40	40¾
25-lb. drums	40¼	41
1-lb. pack., 100 case.	42¼	43
½-lb. pack., 100 case	44¾	45
1-lb. tins, 100 case..	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER Pound

1 lb. cans 0 11
2 lb. cans 0 11
5 lb. cans 0 09
10 lb. cans 0 08½
25 lb. cans 0 08
100 lb. kegs 0 07
½ Barrels 0 06½
Barrels 0 06

PUTTY

Standard

	Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums.	2 75	2 85
Bulk, 25-lb. drums..	2 85	2 95
Bladders, in bbls....	3 15	3 25

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

Montreal Toronto

See weekly report for prices.

SLATING Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS Gal.

Oil and Spirit, Berry Bros..$2 73
Water Stains, Berry Bros... 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 80
Sun Varnish Stains 2 00

VARNISHES Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co's Sun Varnish 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil ... 1 60
Jas-per-ite floor finish 2 25
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry spar 4 10
Luxeberry exterior 450
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest inter'r. 2 60
Martin-Senour Wood-Var .. 2 30
No. 1 Furniture Varnish ... 1 25
Pure White Shellac.. 2 00 2 25
Pure Orange Shellac. 1 90 2 00
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 50
Sun-Spar Varnish 4 00
C P W Sun Varnish 2 25

WATER PAINTS

Opalite, 300 lb. bbls 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs. 0 04

WASTE (POLISHING)

Cream 0 16½

WASTE, WHITE WIPING

XXX Extra 0 15¼
X Grand 0 14¼
XLCR 0 13¼
X Empire 0 12¼
X Press 0 11¼

WASTE, COLORED WIPING

Fancy 0 10½
Lion 0 09½
Standard 0 08¾
Popular 0 07¾
Keen 0 06¾

WASTE, WOOL PACKING

Arrow ....
Axle .... Prices on
Anvil .... application
Anchor ....

WIPERS, WASHED COTTON

Select White ....
Dark Colored ...... Prices on
Mixed Colored .... application

This line subject to trade discount for quantity.

WAX Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 41
Johnsons 0 41

WHITING

Paris white 1 50
Plain, in bbls. 1 25
Gilders, bolted, in bbls. 1 40
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

"LINGERWETT" It Works Like Lightning

The Fast Cutting, Slow Drying, Paint and Varnish Remover

Nothing in paint or varnish can stop "LINGERWETT." It cuts varnish instantly and requires no knife scraping. Shellac moves a little slower, but "LINGERWETT" will lift it quicker than any other method. Paint melts in a few minutes and "LINGERWETT" cuts the labor in half.

It Stays Wet, This "Lingerwett"

That's partly the reason for its popularity. It will remain wet for a number of hours, that is why the hardest paint or enamel will dissolve under its influence.

Remember the Name, **"LINGERWETT."** *None Other Is As Good*

Manufactured only by

The Dougall Varnish Company, Limited, Montreal

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $9 00
Shot, soft, per cwt., $13.00; chilled, $14.50; buckshot, $13.80; ball, $14.20.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.35; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING
Rubber, 60 and 10 p.c. off list.
Leather
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOLTS
Carriage, ⅜ and smaller, 42½ p.c.; 7-16 and larger, 27½ p.c.; machine, ⅜ and under, 42½ p.c.; 7-16 and over, 32½ p.c.; machine set screws, 55 p.c.; plough bolts, 32½ p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 70 p.c.; sleigh shoe bolts to ⅜, 32½ p.c.; 7-16 and up, 27½ p.c.
Above prices under revision. See wekly report.

BORAX
Borax, per lb., 9c.

BUILDING PAPER
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 75 p.c.

CHURNS
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 46c per lb. Tinned, 30c; Braziers' soft copper, 10-24ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 55 p.c.; Blacksmith, ½ in. round shank, 47½ p.c.
Eavestrough, 8 in., per 100 ft., $3.35; 10 in., $4.10; 12 in., $4.95.
Conductor pipe, 2 in., per 100 ft., $4; 3 in., $4.60; 4 in., $5.70.

ENAMELWARE
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10 and 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½ p.c.

FIXTURES
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 14½c lb.; 125-lb. kegs, 15½c lb.; 10-lb. jugs, $1.85 each; 24-oz. bottles, $3.85 doz; 12-oz. bottles, $2 doz.

FERRULES AND RINGS
30 p.c. off.

FILES. Nicholson's, 57½ p.c.

GASOLINE
Printers' naphtha, bbls., 29½c per gal; $3.20 per case.

GALVANIZED WARE
Heavy pails, 10 p.c. off; light pails and heavy tubs, 17½ p.c. off.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate)
30% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 55 p.c.
Corrugated Strap Hinges, in bulk, 4, 90c; 5, $1.25; 6, $1.70; 8, $2.80; 10, $4.20; 12, $6.15.
Corrugated T Hinges, in bulk, 4, $1.15; 5, $1.60; 6, $1.90; 8, $3.25; 10, $4.60; 12, $6.50.

HORSESHOES
Iron, No 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng..	7 70	7 25
28 Am. or 26 Eng...	7 50	7 00
26 Am. or 26 spec..	7 20	6 70
22 and 24	7 05	6 20
18 and 20	6 85	6 20
16 Am.	6 70	6 00
14 Am.	6 50	5 85

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $10.90, $11.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.05; boiled, per gal., $1.08.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.60 base; Winnipeg, $4 base. Cut, f.o.b., Winnipeg, $4.

NAILS, HORSE
Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square, small lots, 1c advance over list; case lots, net list. Hexagon, small lots, ¼c advance over list; case lots, ¾c off list.

OIL CANS.	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top....	2 81	4 25
2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $5.49; ⅜, $5.66; ½, $6.62; ¾, $8.22; 1, $12.12; 1¼, $15; 1½, $17.50; 2, $24; 2½, $41.84; 3, $54.75.

IRON PIPE
Black, ¼, $3.31; ⅜, $3.40; ½, $4.25; ¾, $5.10; 1, $7.46; 1¼, $9.50; 1½, $11.50; 2, $15.00; 2½, $25.77; 3, $33.73; 3½, $40.60; 4, $48.15; 4½, $59.50; 5, $69.90; 6, $90.70.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb.; less, 46½c lb.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90; Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt.........	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 45 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 70 and 10%; flat head, 75 and 10%; round head, brass, 40%; flat head, brass, 45%; coach, 60%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	4 30
14-16 gauge	4 25
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels (polished) Fox and Olds, $7.70; Bulldog and Jones, $9.05; Black, 50c per doz. less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $9.25; No. 8, $9.85; No. 10, $10.40. Jones socket scoops, Moose Scoops, No. 6, $10.12; No. 8, $10.65; No. 10, $11.17.

SOLDER
Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.75 at Fort William; $4.15 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $4.30; 14 and 16 gauge, $4.25; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.................	11 75
20 x 28 I.X.................	14 00
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 90c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30% plus 75c per 100 lbs. net; full boxes, iron, 35% plus 75c per 100 lbs. net.

WHITE LEAD
5-ton lots, $11.90; ton lots, $12.30.

WIRE, BARB
Lyman 4-point, $3.55 f.o.b. Fort William, $3.80 Winnipeg; Glidden Cattle, 2 pt., $3.40 Fort William, $3.65 Winnipeg; Baker 2 pt., $3.35 Fort William, $3.60 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.80; Winnipeg, $4.10; coil spring, No. 12, Fort William, $4.00; Winnipeg, $4.30; Plain galvanized, No. 9, $3.75 Fort William, $4.05 Winnipeg; No. 12, $3.95 Fort William, $4.25 Winnipeg.
Patented screen, in 100-ft. rolls, $2 per hundred sq. feet; in 50-ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN
$3.10.
Bale ties, 14 gauge, single loop, $4.75 Winnipeg; $4.35 Fort William.
Brass snare wire, per lb., 70c.

WIRE, ANNEALED
0-9, $4; 10, $4.06; 11, $4.12; 12, $4.20; 13, $4.40; 14, $4.30; 15, $4.55; 16, $4.70.

WIRE (STOVEPIPE)
18 and 19 gauge, 6½c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

"Silkstone" is a business-builder—a producer of substantial profits — giver of universal satisfaction.

"Silkstone" can be washed with soap, without losing any of its beauty.

It is *sanitary* and *durable*. Is more economical than distemper colours and can be used where distemper cannot.

Dries smooth as silk, hard as stone.

Send us a trial order and test its selling qualities.

Have we an agent in your town?

If not, write us for agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

Profits in Brushes

Are had from carrying the kinds that

Bring Repeat Orders; Make Your Customers Your Friends; Are Reasonable in Price; Have Plenty of Snap; Are Nicely Finished; Require No "Breaking In"; Are Properly Balanced; Wear Well; Build up Your Business, and are

ABSOLUTELY GUARANTEED

By a Reliable Manufacturer.

SIMMS BRUSHES

Meet these requirements and more.

A simple request to your jobber will bring you samples and prices of this line of Brushes, the most complete of any

MADE IN CANADA

If your jobber does not carry them write us, and we will see that you are served. Give us the opportunity to show you the facts we have back of the assertions we are making. Visit our plant—the most modern in equipment, the largest in Canada—and see us make these

BETTER BRUSHES

See for yourself the methods and equipment used that make it possible for us to produce **Quality Brushes** at a price no higher than for the common kinds.

T. S. SIMMS & CO.

LIMITED

ST. JOHN (FAIRVILLE), N.B.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

Bluestone

98% pure. Barrels 450 lbs.

Sulphur

99% pure. Bags 100 lbs.

English Galvanized Poultry Netting

Size 1-in., all sizes 12-in. to 48-in.
Size ½-in., all sizes 18-in. to 36-in.

WRITE FOR PRICES.

E. Fielding & Son

34 Front Street West, Toronto

The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC

Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.

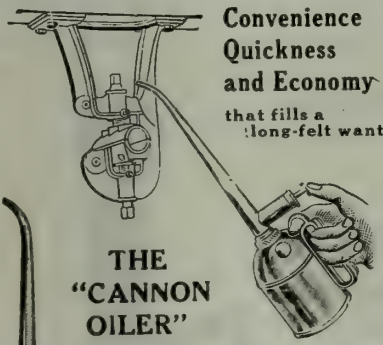
It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.

IDEAL FOR HOUSEHOLD USE.

Made only by

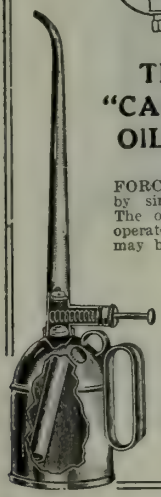
Cummer-Dowswell, Limited, Hamilton, Ontario



Convenience Quickness and Economy

that fills a long-felt want

THE "CANNON OILER"



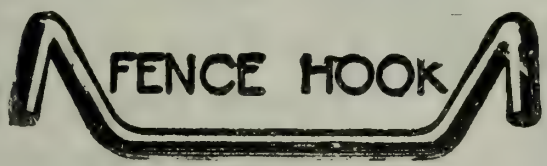
FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

R. E. BLOOMER
KEITHSBURG, ILL.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

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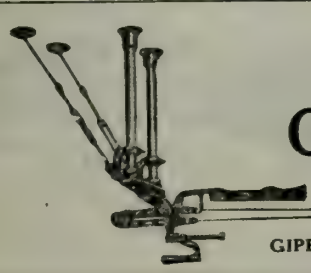
Agents: A. RAMSAY & SON COMPANY. Montreal.



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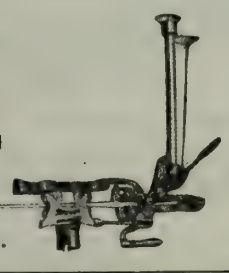


GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

Everybody Needs FRANCO Flashlights

The demand is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.

FRANCO Flashlights

are definitely guaranteed. Exclusive patented features —fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker and give more brilliant light than any flashlight battery made.

Catalogue mailed on request.

INTERSTATE ELECTRIC NOVELTY CO. OF CANADA, Limited

220 KING STREET WEST, TORONTO, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

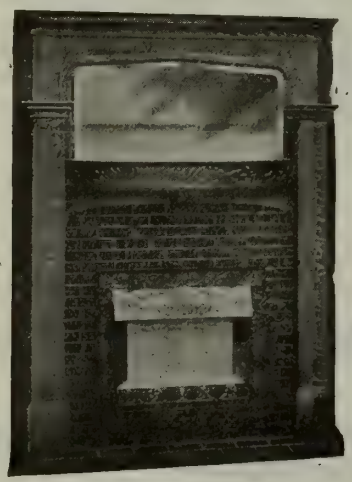
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

WINNING THE BUYER'S FAVOR

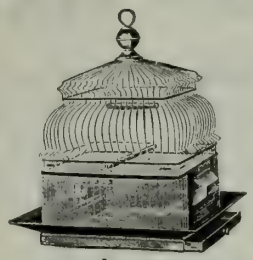
THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

"HENDRYX"

A Word for Quality

No. 440

In the building of bird cages "HENDRYX" leads —other manufacturers follow. The best spring brass wire is used.

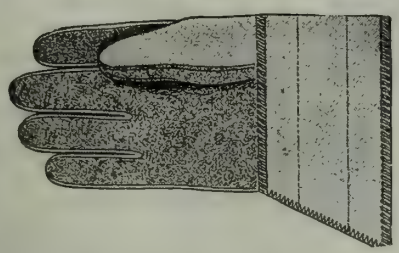


No. 445

Giving unequalled strength, firmness, and lightness. Self-closing and fastening doors on all our brass cages.

No. 6040 G

The Andrew B. Hendryx Co. **New Haven, Conn., U.S.A.**



TAPATCO
REGISTERED TRADE MARK
BRAND

Cotton Gloves

give a service that brings repeat orders from practically every buyer.

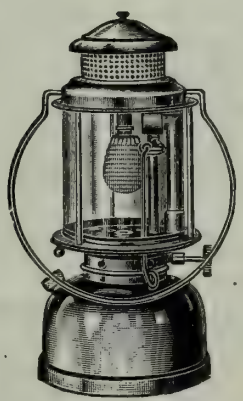
We suggest that you try them out, for this is the way to convince yourself that they are a very profitable and satisfactory line to handle.

Send a sample order to-day.

The "Tapatco" line embraces Gauntlet, Knit Wrist or Band Top Styles in Heavy, Medium or Light Weights; also Leather Tip and Leather Face Gloves, and Jersey Gloves and Mitts.

American Pad & Textile Co.
CHATHAM, ONTARIO

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works
470 S. Clinton Street, Chicago

A Man's RAZOR

Canadian Agents:
Saunders & Wainwright
204 St. Nicholas Bldg.
MONTREAL, Que.

A Safe RAZOR

Geneva Cutlery Co.
GENEVA, N.Y.
U. S. A.

Just the thing for the Traveller, No Blade Expense, Guaranteed for Life
Ask for Samples.

If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite—Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

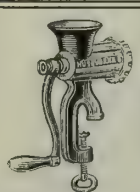
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Metal Checks

Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal.

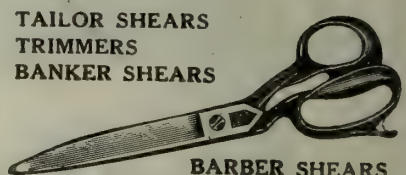
ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto
ASSIGNMENTS COLLECTIONS
Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

HENRY T. SEYMOUR SHEARS, NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS



BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

Kindly mention this paper when writing advertisers.

Lightning Rods

for

CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNS
ETC.

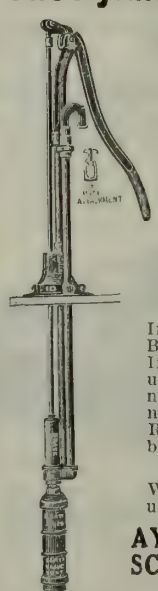
ALL PURE COPPER.

Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.

We have a good agency proposition.

JOS. LEPROHON
408 Park La Fontaine. MONTREAL

The Aylmer Branch Pipe Double-Acting Force Pump



Adapted to any and all wells from a 5⅝" hole up, and from a cistern to a 75-foot well.

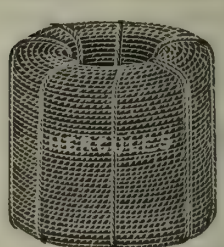
These pumps are fitted with either Iron or Brass Valve Seats, have Brass Upper Cylinder, and Iron, Brass-lined or Brass Lower Cylinders. If you want to build up your pump business, handle the Aylmer, Reliable and Ever-Ready. They are our best and latest goods.

ANTI-FREEZING.

Write for full particulars and prices.

AYLMER PUMP & SCALE CO., Limited
Aylmer, Ontario

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

PUT YOUR STORE IN LINE FOR BIGGER PROFITS FROM

TRAPSHOOTING

LAST year thousands of men and women joined trapshooting's ranks. These and thousands more this year will increase the demand for

DU PONT **Sporting Powders**

Tie your store to our trade-making advertising by specifying DUPONT DENSE or DUPONT BULK for trap loads—the powders new shooters use, because they are the champion's choice.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON, DEL., U. S. A.

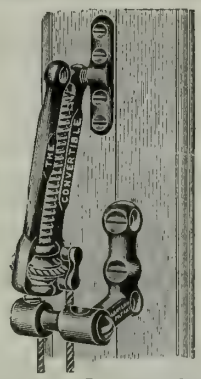
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw ... 4/
½ screw.... 6/6
1795 Brass
⅜ screw.... 5/6
½ screw.... 8/6
1797 Gun Metal
⅜ screw.... 6/6
½ screw.... 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

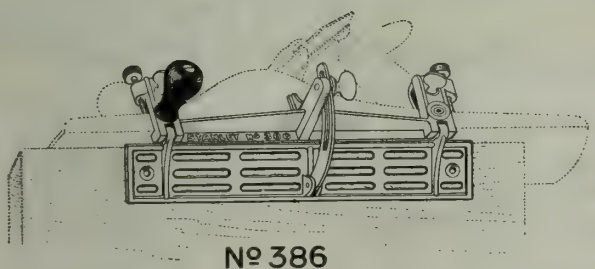
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Stanley Tools



No 386

STANLEY JOINTER GAUGE FOR IRON PLANES

A tool that will enable the workman to plane bevels of any angle between 30 and 90 degrees, or to square up the edges of boards with extreme accuracy.

The method of attaching same to a Plane is such as to insure its being absolutely rigid when in use.

All parts except the knob are of metal and the joints and bearing surfaces are machined.

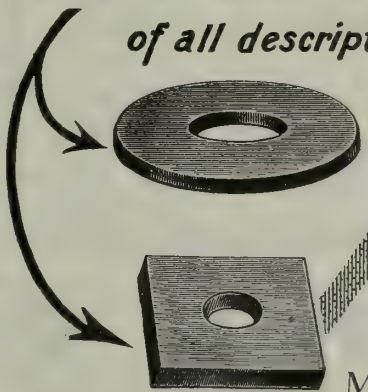
Show this new Gauge to your wood-working customers. You will find them to be greatly interested. Special circular containing complete description upon request.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

If interested, tear out this page and keep with letters to be answered.

Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY.

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.

Our large daily production ensures prompt service at all times. Write for samples and prices. Our representative will gladly call.

Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

MADE IN CANADA

BLUESTONE

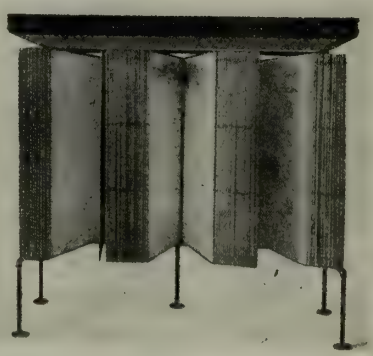
(SULPHATE OF COPPER)

MONTREAL CHEMICAL WORKS

John Cowan Company, Limited

191 Common Street, Montreal

GOODS WELL DISPLAYED ARE HALF SOLD



Wall Paper Display Stand

Show Your Hardware on

Bel-Air Display Stands

Saves time, saves room and gives better satisfaction to customers.

Sells Wall Paper without assistance.

Will display all kinds of Hardware. Equally good for retail or wholesale.

Belair Tank and Tower Co., Limited

1835b Ontario St. E.

Montreal

A condensed ad. in this paper will bring results from all parts of Canada : : : :

MAPLE SYRUP and SUGAR

I have for sale about 300 gallons—Extra grade, finest quality, absolutely guaranteed pure. Get some of this for your own use. But you must order quickly. The supply is limited.

L. L. HARDY

St. Bazile de Portneuf, P.Q.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD in this paper

CROWBARS

No. 102-A—CHISEL POINT

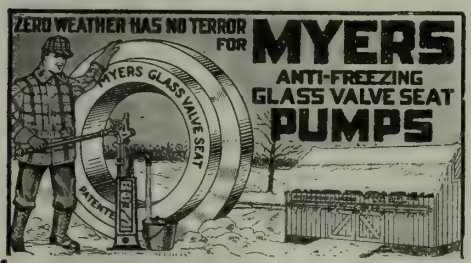
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



PUMPS FOR EVERY PURPOSE
HAY TOOLS—DOOR HANGERS
CATALOG SENT ON REQUEST

F. E. MYERS & BROTHER
ASHLAND OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary, and Branches
LEWIS BROS., LIMITED Montreal

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
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Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

A Sprayer with Many Uses

The improved nozzle will make a nice, fine, Misty Spray for spraying cattle, for lice or flies. Change the cap to suit the liquid. Will successfully apply whitewash.
Fool-Proof Valve. Every Sprayer tested and guaranteed.
Write for catalog.

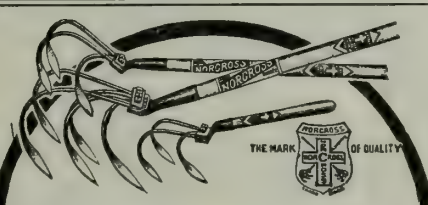
The Collins Mfg. Co.
TORONTO

Now is the Time to Feature the SWEEPER-VAC.

Demonstrations mean sales, and sales mean handsome profits. It's a good seller and a quick seller. It's a live line and a money maker for the dealer.

Write for Full Particulars

Frothingham & Workman, Limited
Montreal



"NORCROSS" Cultivator-Hoes and Weeders

A class of garden tool that's rapidly replacing ordinary hoes and weeders. Users recommend them to their neighbors because more work and better work can be done in less time.

They are imitated (as all good things are) but far from being equalled in quality and service.

BOOSTING THEM MEANS BOOSTING YOUR SALES AND PROFIT.

A postal will get you our 16-page interesting cultivation booklet, with address of nearest Canadian jobber.

C. S. NORCROSS & SONS
Manufacturers
Bushnell Ill., U.S.A.

The Easy Way to Display and Sell Wire Cloth

The awkwardness in unrolling wire cloth is done away with the instant you instal

The BOWSER Wire Cloth Display Rack

and besides, your stock is displayed in a very attractive and effective manner;—your store will have a neater and more up-to-date, business-like appearance which attracts the better class of trade.

Once known—always used.

It will pay you to get full particulars.

R. M. BOWSER & SON
Renfrew, Pa.

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The Stanley Works, New Britain.

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Assignees Agents, Limited, Toronto.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Pipe
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage
R. Bird & Co., Crewkerne, Eng.
Hamilton Cotton Co., Hamilton.

Corn Planters
Eureka Planter Co., Ltd., Woodstock, Ont.

Cornices, Metal
Metallic Roofing Co., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
The Stanley Works, New Britain.
The Steel Co. of Canada, Limited, Hamilton.

Corrugated Iron
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Corrugated Aluminium
The British Aluminium Co., Ltd., London, Eng.

Cow Stalls and Stanchions
Bull and Calf Pens.
Beatty Bros. Ltd., Fergus, Ont., and Winnipeg, Man.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cranes, Hand Power.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Traveling.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Crate Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport Conn.

Crowbars.
B. J. Coghlin, Montreal.

Culverts.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.

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Acme Shear Co., Bridgeport, Conn.
Canadian Wm. A. Rogers, Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son.
Geneva Cutlery Co., Geneva, N.Y.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich
McGlashan, Clarke Co., Ltd., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Geo. Wostenholm & Son, Sheffield, Eng.

Cutting Pliers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Universal Sales Co., Montreal.

Derricks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Display Racks, Wire Cloth.
R. M. Bowser & Son, Renfrew, Pa.

Dies.
Pratt & Whitney Co., Dundas, Ont.

Door Bolts.
The Stanley Works, New Britain.

Door Checks.
Wm. Newman & Sons, Birmingham.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Cushman Motor Works, Winnipeg, Man.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Drills.
Pratt & Whitney Co., Dundas, Ont.

Drawer Pulls.
The Stanley Works, New Britain.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
Canada Dry Cells, Ltd., Winnipeg.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.
The Maytag Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.

Elbows.
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Electrical Heating Specialties.
Landers, Frary & Clark New Britain.
Renfrew Electric Co., Ltd., Renfrew

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew,

Electrical Tools.
John Oakey & Sons, Ltd., London, Eng.

Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
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Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

End Cutting Nippers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits.
Mainer Electric Co., Ltd., Winnipeg.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Corrugated
Stanley Works, New Britain, Conn.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

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Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Wire Fence Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

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Delta Fire Works, Philadelphia, Pa.
Henry Disston & Sons, Toronto.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Door Fixtures
The Dennis Wire & Iron Works, London, Ont.
Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Fishing Rods, Steel
Horton Mfg. Co., Bristol, Conn.

Fishing Tackle
Andrew B. Hendryx Co.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Mainer Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Universal Sales Co., Montreal.

Flint Paper
John Oakey & Sons, Ltd., London, Eng.

Food Choppers
Landers, Frary & Clark, New Britain.

Force Cups
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Friction Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Gaffs, Fishing
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron
Dominion Sheet Metal Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
The Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Galvanized Steel Tanks
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Pedlar People, Oshawa, Ont.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland, Sons & Co., Toronto.

Galvanized Wire
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Game Boards
Schultz Bros. Co., Ltd., Brantford, Ont.

Garages, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Garage, Hardware
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Richards-Wilcox Canadian Co., London, Ont.
Schultz Bros., Co., Ltd., Brantford, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

Garden Cultivators
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcuss & Sons, Bushnell, Ill.

Garden Tools
Eureka Planter Co., Ltd., Woodstock, Ont.
C. S. Norcuss & Sons, Bushnell, Ill.
Ward & Payne, Sheffeild, Eng.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Gauges
Pratt & Whitney Co., Dundas, Ont.
L. S. Starrett Co., Athol, Mass.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
A. Ramsay & Son Co., Montreal.

Glass Cutting Boards
The Lufkin Rule Co., Windsor, Ont.

Glass, Ornamental
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass, Sheet and Figured
A. Ramsay & Son Co., Montreal.
Toronto Plate Glass Importing Co., Ont.

Glass Paper
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son Co., Montreal.

Glass, Wired
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Toronto Plate Glass Importing Co., Ont.

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A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
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Glue
W.B. Bate & Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Gouges
Buck Bros., Milbury, Mass.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

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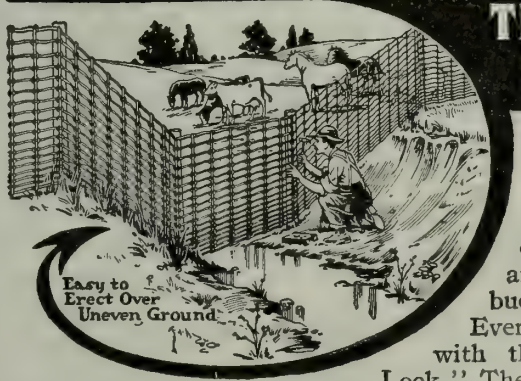
PEERLESS PERFECTION
THE FENCE THAT STAYS "PUT"



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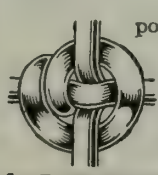
is made of the best Open Hearth steel fence wire. All the impurities of the steel are burned out and all the strength and toughness left in. Makes the fence elastic and springy. It will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and the coating will not flake, peel or chip off.

Send for catalog. It also describes our farm gates, poultry fencing and ornamental fencing.



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NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Grinding Compound
The Carborundum Co.

Guns
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Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co Windsor, Ont.
Ross Rifle Co., Quebec.

Gun Implements and Oil
Marble Arms & Mfg. Co., Gladstone Mich.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co. Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Hame Fasteners
Imperial Mfg. Co., Welland, Ont.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

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Still, J. H., Mfg. Co., St. Thomas.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Lanterns.
Interstate Electric Novelty Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.

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Collins Mfg. Co., Toronto.

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The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

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Still, J. H., Mfg. Co., St. Thomas.

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The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

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The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.

Hooks, Hat and Coat.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horns, Automobile.
Universal Sales Co., Montreal.

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The Steel Co. of Canada, Ltd., Hamilton.

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Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.
R. Bird & Co., Crewkerne, Eng.

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Collins Mfg. Co., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Newmarket, Ont.
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North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

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Eureka Planter Co., Ltd., Woodstock, Ont.

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Cushman Motor Wks, Ltd., Winnipeg.

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London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

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Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

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R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

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Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

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Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
W. B. Bate & Co., Toronto.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

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Richards-Wilcox Canadian Co., Ltd., London, Ont.

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Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

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Jno. Oakey & Sons, Ltd., London, Eng.

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Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Geo. Wostenholm & Sons, Sheffield, Eng.

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Pratt & Whitney Co., Dundas, Ont.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

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Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lamps, Electric.
Basters, Jackson Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.

Lanterns
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Lanterns, Gasoline
National Stamping & Electric Wks., Chicago, Ill.

Latchets
The Stanley Works, New Britain, Conn.

Lawn Fencing
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Stratford.

Lawn Swings
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio
Schultz Bros. Co., Ltd., Brantford, Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Turpentine Producers Agency, Toronto.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winipeg, Man.

Lockers
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. C., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

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Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
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Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
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Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
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Stanley Rule & Level Co., New Britain, Conn.

Pliers
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A GOOD SALESMAN CALLING on hardware dealers and painters, also a good railroad salesman, to take a well-known paint specialty line on commission. All enquiries treated confidential. Apply Box 260, Hardware and Metal. (tf)

WANTED — POSITION AS HARDWARE clerk, with Western experience; steady employment. Can furnish best of references. Box 253, Hardware and Metal. (14)

WANTED — BY MAN WITH THOROUGH knowledge of hardware and paints, to represent firms on commission in one of the best districts of Eastern Canada. Enquiries addressed "Commission" care of this paper will bring full particulars. (15)

WANTED — POSITION AS HARDWARE salesman. Have had 15 years' good experience. Apply Box 274, Hardware and Metal. (14)

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FOR SALE

FOR SALE — GENERAL HARDWARE IN best farming and manufacturing district of New Ontario. Only reason for selling is poor health. Stock $10,000. Will accept special rate and good terms for quick sale. Apply L. C. Wideman, Charlton, Ont.

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FOR SALE — HARDWARE BUSINESS IN Southern Saskatchewan, in one of the best wheat growing districts in the province. Town has three elevators, and good territory to draw from. No opposition. Good store that can be rented cheap. Stock and fixtures, about $3,500.00. Owner has another store, and cannot look after the two. Apply to Box 270, Hardware and Metal. (16)

TWO HARDWARE STOCKS AND GOODwill, well established, in two of the most promising towns in New Ontario; territory opening up rapidly; value of stock in first store $10,000; value of land and dwelling, $5,000. Second store, $5,000 stock; $7,000 buys stock, land and building. Terms. Business being sold on account of death of owner. Apply Box 184, Cochrane, Ontario. (11)

FOR SALE — FIRST-CLASS HARDWARE and stove business in good manufacturing town, with all factories busy. This stock is all in first-class shape and all bought at the old prices; will run about $5,000. This is a money-maker and worth investigating. Box 263, Hardware and Metal. (14)

FOR SALE—SET OF TINSHOP TOOLS IN good working order, also saw table pulleys and shafting. Morgans Supply House, London. (15)

FOR SALE — FIRST-CLASS HARDWARE and stove business in good manufacturing town, with all factories busy. This stock is all in first-class shape and all bought at the old prices; will run about $5,000. This is a money-maker and worth investigating. Box 263, Hardware and Metal. (14)

FOR SALE.—HARDWARE BUSINESS IN Saskatchewan, on main line C.N.R. 300 miles from Winnipeg. $1,500.00 will handle stock. Buildings and dwelling for sale or rent. Average sales about ten thousand. No opposition of any kind. H. Deacon, Invermay, Sask. (15)

FOR SALE — FIRST-CLASS HARDWARE and tinsmithing business in good progressive Ontario city. This is a good clean stock. Best reason for selling stock and fixtures. About $6,500.00. Apply Box 273, Hardware and Metal. (16)

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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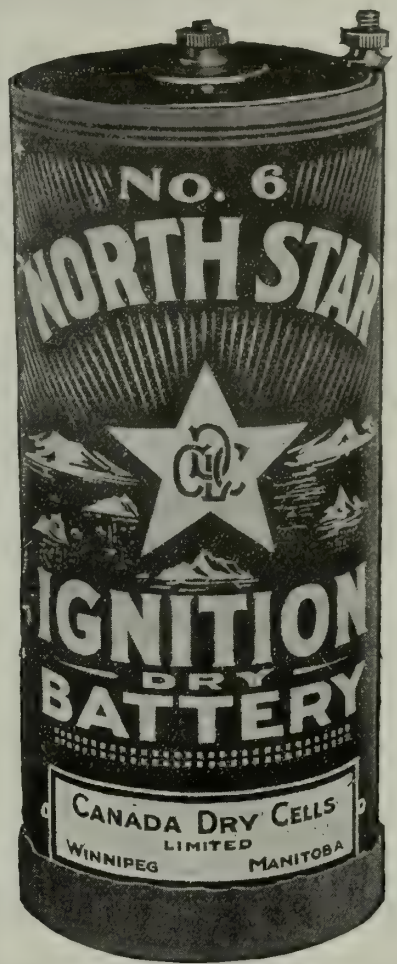
There is a good demand for a reliable, inexpensive Sprayer. Meet this demand and give your customers that come-back satisfaction. You can do this with the

EUREKA Glass Tank Sprayer

The receptacle of this Sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover. The pump cylinder is made from L. X. tin and is considerably longer than the ordinary glass tank Sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service. This Sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock. Our prices are in your favor and our quality pleases customers. Let us send you our descriptive catalogue. Write—

The Eureka Planter Co.
LIMITED
WOODSTOCK, ONTARIO



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Du Pont Powder Co., Wilmington, Del.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

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Canadian Consolidated Rubber Co. Montreal.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Findlay Bros., Carleton Place.

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Henry Disston & Sons, Toronto.

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Geo. Wolstenholm & Son, Sheffield, Eng.

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Geneva Cutlery Co., Geneva, N. Y.

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Pratt & Whitney Co., Dundas, Ont.
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Marble Arms & Mfg. Co., Gladstone, Mich.

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Lewis Bros., Ltd., Montreal.
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Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

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Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
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Roofers Supply Co., Ltd., Toronto.

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Simonds Canada Saw Co., Montreal.

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Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

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Henry Disston & Sons, Toronto.

Saws, Hand
Henry Disston & Sons, Toronto.

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John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

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Sanderson, Harold Co., Paris, Ont.

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Screw Plates
Butterfield & Co., Rock Island, Que.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

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Landers, Frary & Clark, New Britain.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wolstenholm & Sons, Sheffield, Eng.

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O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.

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Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

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McGlashan, Clarke Co., Niagara Falls.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Hoyt Metal Co., Toronto.

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Interstate Electric Novelty Co., Toronto.

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Lewis Bros., Ltd., Montreal.
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B. Greening Wire Co., Ltd., Hamilton.

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Chicago Spring Butt Co., Chicago, Ill.
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Brandram-Henderson, Ltd., Halifax.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

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A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

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Steel Co. of Canada, Ltd., Hamilton.

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Steel Co. of Canada, Ltd., Hamilton.

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McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Richards-Wilcox Canadian Co., London, Ont.
Stratford Mfg. Co., Stratford, Ont.

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Mainer Electric Co., Ltd., Winnipeg.

Stoves, Furnaces
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

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Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

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Steel Co. of Canada, Ltd., Hamilton.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pratt & Whitney Co., Dundas, Ont.

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The Barton-Netting Co., Ltd., Windsor, Ont.

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Brown, Boggs Co., Ltd., Hamilton.

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Roofers Supply Co., Ltd., Toronto.

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Soren Bros., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canadian Consolidated Rubber Co., Montreal.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

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Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

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The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
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Cleveland Stone Co., Cleveland, Ohio.

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Richards-Wilcox Canadian Co., London, Ont.

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Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

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Daisy Vacuum Cleaner Co., Birmingham, Eng.
Sweeper Vac, Limited, Montreal.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Mainer Electric Co., Ltd., Winnipeg.
Sweeper Vac, Limited, Montreal.

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Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
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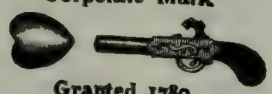

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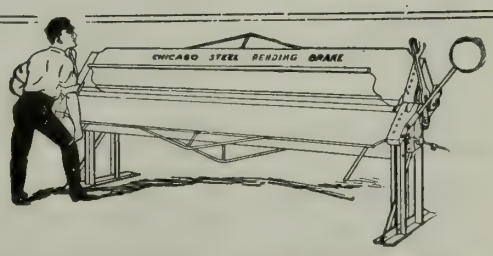

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Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.

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National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

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Meakins & Sons, Hamilton.
Walter Woods & Co.. Hamilton.

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The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer To., Toronto.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Mainer Electric Co., Ltd., Winnipeg.
The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer To., Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.

Wagon Jacks
Richards-Wilcox Canadian Co., London, Ont.

Washers
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

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The Dennis Wire & Iron Works, London, Ont.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing
Pedlar People, Oshawa, Ont.
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Schultz Bros., Co., Ltd., Brantford, Ont.

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Walter Woods & Co., Hamilton.

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Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works. London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

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B. Greening Wire Co., Ltd., Hamilton.

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The Dennis Wire & Iron Works. London, Ont.
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Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

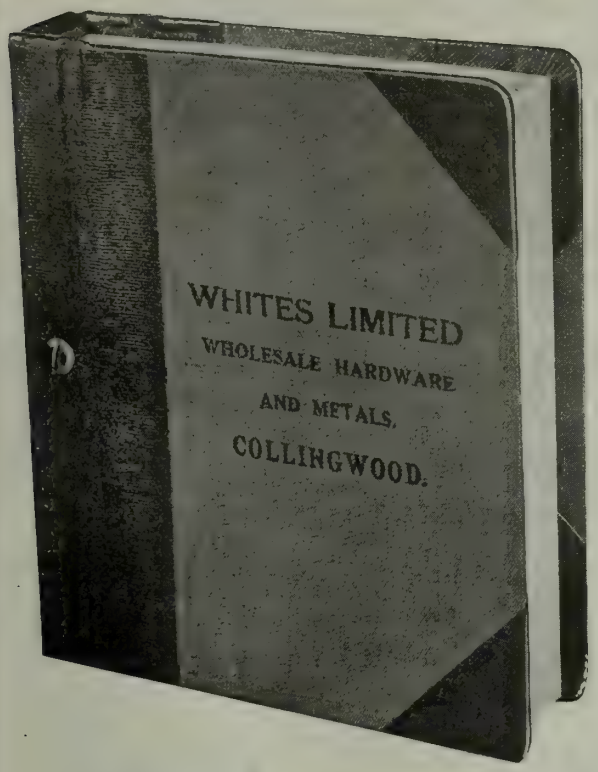
Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
The Dennis Wire & Iron Works. London, Ont.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
The Maytag Co., Ltd., Winnipeg.
The Nineteen Hundred Washer Co. Toronto.
Walter Woods & Co.. Hamilton.



THIS IS TO INTRODUCE OUR

New Catalog

which we wish to be in the hands of our customers and prospective customers throughout Canada.

It contains a complete line of shelf and heavy hardware, including:

Galvanized Wire, all kinds	Galvanized Sheets
Wire Fencing	Black Sheets
Poultry Netting	Window Glass
O & A Wire	Builders' Hardware
Annealed Wire	Sash Weights
Fine Wires	Carpenters' Tools
Fence Staples	Mechanics' Tools
Iron Pipe	Beaver Board
Pipe Fittings	Building Paper
Iron and Brass Valves	Wall Plaster
Engineers' Supplies	Linseed Oil
Sheet Packing	Paint
Spiral Packing	White Lead

If quantities are required, and high quality and close price are desired, it is most important that you should get in touch with us.

We will equalize freight on your nearest distributing point.

OUR SERVICE IS QUICK AND EFFICIENT.

Shipments are made same day order is received.

WHITES LIMITED

Wholesale Hardware and Metals

COLLINGWOOD, ONTARIO

WHY it is easier to sell BISSELL'S than not to sell them

Price standardization and *quality standardization*—this is the answer. The woman who buys a BISSELL'S isn't shopping for the lowest priced machine—but demands *the best;* also she knows that the BISSELL'S cleaner or sweeper you sell her today isn't going to be any cheaper tomorrow—at yours or any other merchant's store.

Thus, you can ignore the unstable cleaning device with its ruinous price-cutting wars—you have your market insured.

EQUALLY IMPORTANT

There is no aftermath of complaints as to quality when you make a BISSELL sale—for you *sell* satisfaction with every machine.

Altogether it is certainly easier to sell Bissell's than not to sell them. What argument can you use in offering less reliable machines other than that of cut prices?—Which prejudice desirable customers.

With the introduction of our new $5.00 Household vacuum sweeper ($5.50 in extreme West, $7 and $7.50 in Canada), we equip you to "meet all comers." If you haven't a copy of our *Spring Offer* Announcement, write for one. It contains information of vital importance.

Bissell Carpet Sweeper Co. Largest and Oldest Exclusive Manufacturers of Carpet Sweeping Devices in the World **Grand Rapids, Michigan**

Made in Canada, too **NEW YORK (25 Warren Street)** **PARIS** **Agencies Everywhere**

If interested, tear out this page and keep with letters to be answered.

"It is my opinion that for Big Game the Ross .280 Rifle is the best in the World."

B. K. Miller,
Wild Rose, Wis., U.S.A.

Mr. Miller adds:
"I have hunted and fished in various parts of the world, including British East Africa, but I have never seen a gun the equal of the Ross .280 for big game."

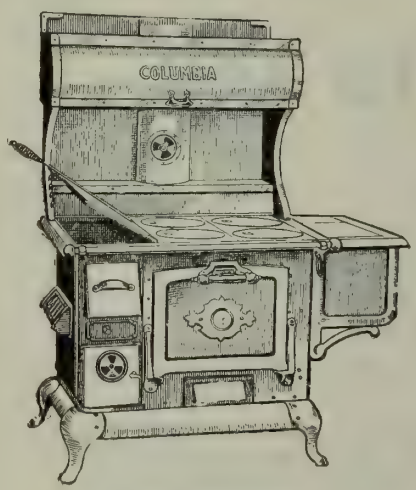
Hunters and expert guides wherever big game is found have learnt by experience that no sporting rifle on the market can approach the Ross .280 in power and accuracy.

The Ross .303 Sporting Models are also very popular — their accuracy, power and fine workmanship have earned them many friends.

Another good seller is the Ross .22 Cadet Rifle. It has been adopted by the Government for use by Cadet Corps and is a rifle that will meet every need of the outdoor man or boy. It is an accurate and reliable arm with sufficient power to kill any except the larger game.

For catalogue, discounts, etc., address

ROSS RIFLE COMPANY - Quebec



The Columbia Semi-Malleable.

To Stove Dealers:

If you want stoves that will not stay on the sample floor, BUT WILL SELL, write at once for descriptive matter and illustrations of

New, Up-to-the-Minute Patterns

with plain, smooth, satin finish, and at prices that are right.

They Sell

because they are just what the people are asking for.

Dominion Stove & Foundry Co., Ltd.

PENETANG, ONTARIO

(We solicit your business entirely by mail.)

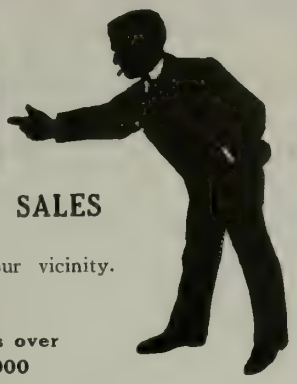
THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

If interested, tear out this page and keep with letters to be answered.

"The Babbitt You'll Sell Again"



"HOYT FROST KING" BRINGS TOP-NOTCH BABBITT SALES

The merits of this Babbitt Metal will quickly give you command of the babbitt trade in your vicinity.

HOYT METAL COMPANY

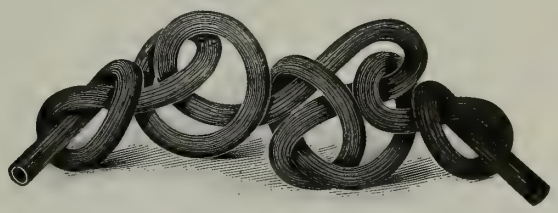
Factory and Offices, EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO

New York, N.Y.; London, Eng.; St. Louis, Mo.

Annual Sales over $5,000,000

"Multiped"

The Garden Hose That Doesn't Kink

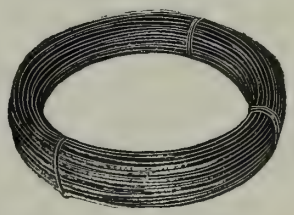


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

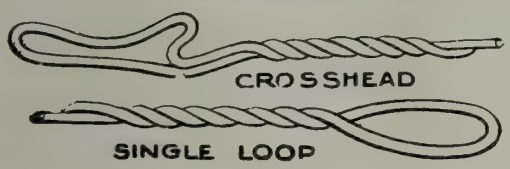
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

Headquarters for High Carbon Bale-Ties and Baling Wire



Also Manufacturers of **NAILS and WIRE** all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

TINKER TOM'S TALKS.

Talk Number Forty-Two

The Tinsmith or Dealer who contracted for "PREMIER" GALVANIZED SHEETS (Made-in-Canada) when we advised him to do so—see Talk No. 34, January 22nd issue, is the boy with the big smile. We like to see our customers "under cover" these strenuous times.

TINKER TOM.

Look for Talk No. 43 next week.

16-1

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

To the Canadian Hardware Trade

A New Way To Meet Mail Order Competition

Gentlemen :—

I believe that a statement with regard to the new selling policy of this concern on Domestic stoves and ranges, would be timely and of interest to the trade.

For some years the matter of mail order competition has been a growing problem with the hardware trade of Canada. There is no need to emphasize this, as it has been a matter for discussion at every meeting of hardwaremen which has occurred within the last few years. To my own knowledge, the stove business has been certainly as sharply affected as any other single item. The mail order people have made their quotations on stoves f.o.b. station in the East, whereas the hardware men have made their quotation, as a general rule, "set up in the customer's kitchen." Further, the mail order price has been cash, which is a difficult way for a hardware man to always quote. This has made an apparent difference in price to a farmer buyer of several dollars, which he has not realized until after he has purchased, then, of course, it is too late for the local man to get the business.

Further, in the West this has been made worse by the fact that the mail order man quotes f.o.b. Winnipeg, and in this case the Western hardware man has had the further disadvantage of a big freight bill in his quotation.

In addition to this the mail order house has offered exceptionally good value in certain "leaders" which have made price comparisons still more favorable to the mail order house, and the hardware man has had no means of meeting this competition.

The truth of these statements is demonstrated by the actual experience of most hardware men in Canada, many of whom in every local community have seen the stove business drift out of their hands.

After much thought and much careful planning, our Company have decided to merchandise stoves in a way that will place the hardwaremen on an even basis with any competition they are up against, and the essentials of the plan are as follows:—

First, we have determined on a scale of prices for every domestic stove or range we make, which we will not vary to the largest buyer. Thus, these new, attractive prices will place the hardwaremen in the smallest town, in the same position to buy as the largest stores.

Second, we will advertise throughout this year on a large scale in the leading Journals of Canada, and we will advertise resale prices. We will establish these resale prices delivered in the East, and f.o.b. Winnipeg in the West, on every domestic line we sell, and these prices are cash prices, over which the local man may charge for credit, cartage, setting up, and in the West for freight. This places the hardware man's quotation on the same basis as his biggest competitors.

We have issued a catalogue covering our lines of domestic stoves and ranges, naming prices, in two editions, for the East and for the West, and this catalogue skillfully used by the hardwaremen, will enable them further to compete on a more than even basis with any mail order house, as this is the most complete consumers' stove catalogue ever issued in Canada.

Further, we will absolutely tie up to any hardware man who will adequately display our line in the town in which he is located, with an agreement that if any orders come through his territory as a result of our extensive advertising, he will promptly receive the difference between the resale and the wholesale price.

Certain competitors of ours, perhaps the mail order houses themselves, have stated and will state that the Gurney Company are doing mail order business. The absolute absurdity of this is at once apparent when one considers that on the boiler and radiator line, the connection of the dealer throughout Canada, is vital to us. Further, we desire to state here and now that our one object in formulating this whole plan, is to place our dealers in a position to do the same share of stove business that was open to them 15 years ago, before this new competition entered. The plan we have embarked on is a very expensive one, and unless we do a big business, will net this Company a serious loss, but we believe that the hardwaremen of Canada are big enough and able enough to hold their own in this fight for stove business, if the proper weapon be placed in their hands, and we feel that to-day, under these new conditions, any live hardware man. working in conjunction with the material we can supply, can dominate his own stove field, and keep the business in his own community.

It is impossible to give full particulars in a short statement of this kind, but if any dealer wants to know more about this, we will be most happy to hear from him.

I might say further, that we chatted this over with some of the leading dealers of the country before we embarked on it, and without exception they showed the greatest enthusiasm for this new method.

I think it is only right that the first public statement regarding this should be made through the columns of the trade papers, which have always been most keen along these same lines—to preserve local business to the local man.

Yours very truly,

E. H. GURNEY,
2nd Vice-President.

THE GURNEY FOUNDRY COMPANY, LIMITED

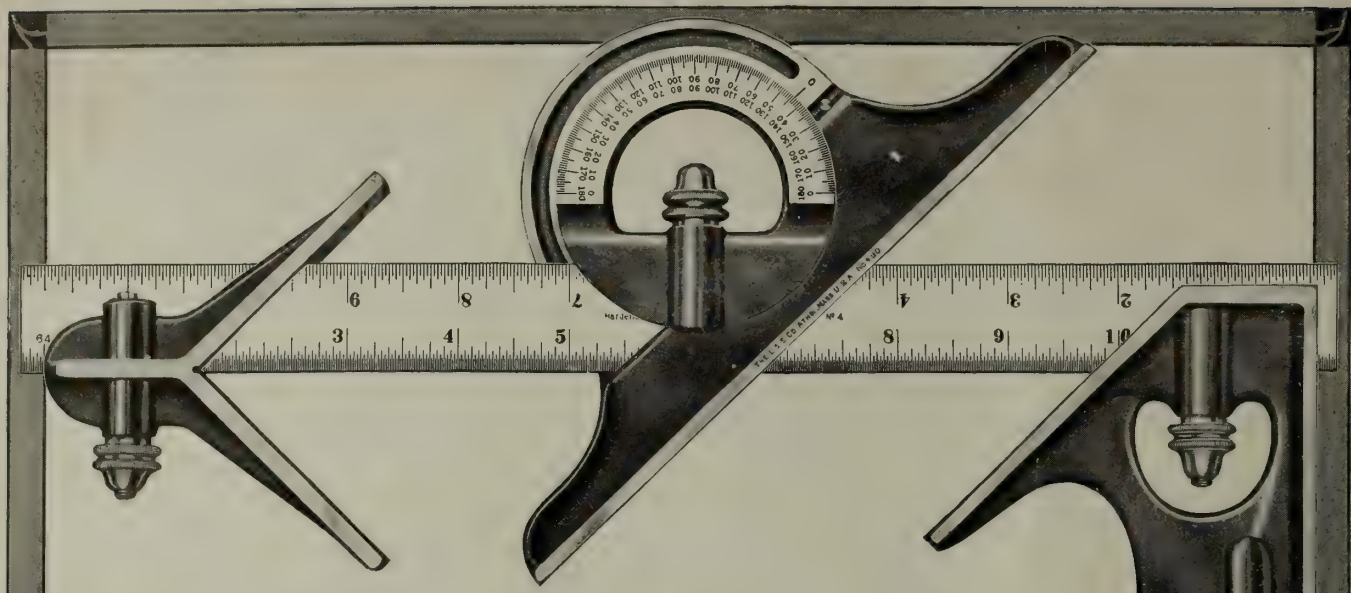
Featuring Sporting Goods and Motor Accessories

HARDWARE AND METAL

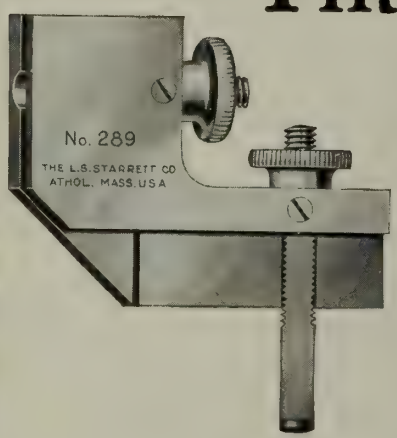
Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 April 8
No. 15 THE MACLEAN PUBLISHING COMPANY, LIMITED 1916
PUBLICATION OFFICE: TORONTO, CANADA

Every retailer should stock this line.

Sale increasing immensely.



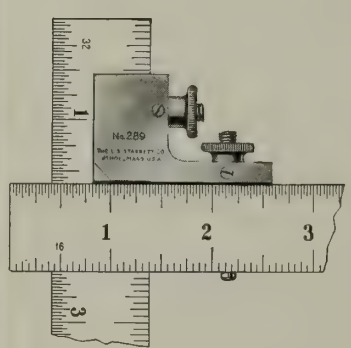
Time Saving Tools



STARRETT tools save time in two ways. One by their unvarying accuracy and another by the quickness and ease of adjustment.

In looking over the Starrett Catalog the mechanic finds many suggestions for making his work easier, more accurate and quicker.

The Combination set, for example, with center-head and protractor has many uses instantly recognized by a mechanic. The adjustment for Combination Squares shown in the margin also has a great many applications in truing up work, laying out key seats, etc.



The Starrett quick adjustment Micrometer is another example of time saving tools. To operate the Micrometer it is only necessary to press with the finger at the end of the plunger, closing it instantly to the point of fine adjustment.

Starrett Tools

include 2100 different styles and sizes of tools and instruments of precision.

The dealer that carries the Starrett line is the dealer to whom the mechanic will go when he buys new tools.

Write for Free Catalog No. 20-MA describing the complete line of fine instruments—steel rules, tapes, squares, levels, hack saws, calipers and dividers, micrometers, gages, speed indicators and many others.

We Deal Direct with Hardware Stores

The L. S. Starrett Company, Athol, Mass.

"The World's Greatest Tool Makers"

London **New York** **Chicago**

"P.&W. Co."

SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber can not supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

Mr. Hardwareman:

One of the best chances you have to increase your profits this year is in Automobile Hardware. Here are

Three Winners

No. 501—TIRE SAVERS.—Every car needs them every night. Retail $4.50 per set.

No. 100—CRACKERJACK--Simple, strong, Sells for $1.60. Has no equal under $3.00.

No. 297—SHOCK ABSORBER.—Every Ford car needs them. Retail $8 00 a set.

Write Us To-day

You can sell one or more of these three to every car owner in your town.

GET BUSY.

Richards-Wilcox
Canadian Company, Ltd
London, Ontario.

THE FAULTLESS PLATE CASTER

Have you ever seen a caster EXACTLY like this one? None was ever built just like the FAULTLESS. It is not complicated, but simple, yet neat in design and DURABLE. Have you received your sample of this Plate Caster?

Packed one set in a box, with a neat label on one end for YOUR convenience.

Full Size Cut—Plate 5-8

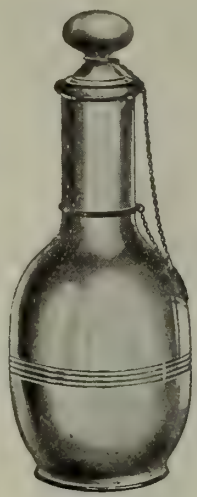
We manufacture all kinds of casters for wood and metal furniture. Send for catalog and prices.

MANUFACTURED BY THE

Faultless Caster Company, Evansville, Indiana, U. S. A.

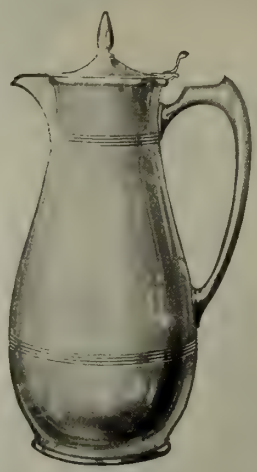
If interested, tear out this page and keep with letters to be answered.

UNIVERSAL
Vacuum Pitcher
No. 9822



UNIVERSAL
Vacuum Carafe
No. 2822

UNIVERSAL
Vacuum Carafe
No. 5822



UNIVERSAL
Vacuum Tankard
No. 842

This Trade-Mark UNIVERSAL on each Piece

Beauty, Simplicity, Durability, Efficiency

are the four principles that account for the easy and rapid sale of "Universal" Vacuum Specialties. The cases are distinctively artistic, strong and finely finished, easy to clean and entirely sanitary.

UNIVERSAL
Vacuum Specialties

by test and comparison show the highest efficiency in maintenance of temperature. Fillers are highest grade glass, supported in the case by a patented steel shock absorber which reduces the possibility of breakage to a minimum. Gives that satisfaction which brings customers back for more of the same sort. For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

Canadian Representatives: A. MacFarlane & Co., Limited, Montreal.

This Trade-Mark UNIVERSAL on each Piece

UNIVERSAL
Vacuum Food Jar
No. 712

UNIVERSAL
Vacuum Food Jar
No. 812

UNIVERSAL Carafe Carrier
Complete with Carafe and Glasses
No. 391822

UNIVERSAL
Vacuum Bottle
No. 92

UNIVERSAL
Vacuum Bottle
No. 72

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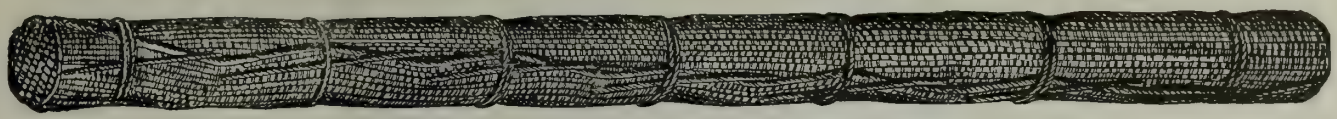
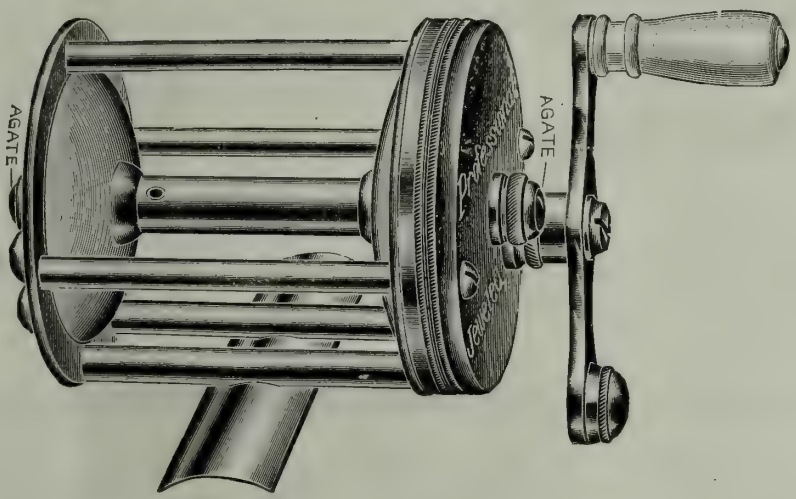


JAPANESE BAMBOO POLES

CAUTION!!

We have not yet advanced our prices.

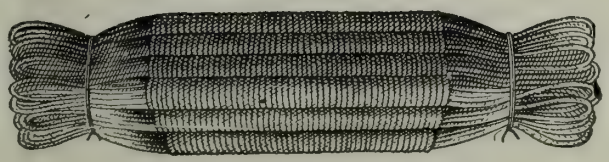
GET READY FOR THE FISHING TACKLE BUSINESS



REELS
RODS
HOOKS
BAITS
MINNOWS
LINES
TROLLS
SEINES
NETS
GAFFS

FLY HOOKS
TACKLE BOXES
TROUT BASKETS
CASTS
GUT
ROD
MOUNTINGS
FLOATS
SWIVELS
SINKERS
TRAPS

Think what a fine business you can build up on a first-class assortment of goods from our large stock.



Order early for immediate shipment.

LEWIS BROS., LIMITED, MONTREAL

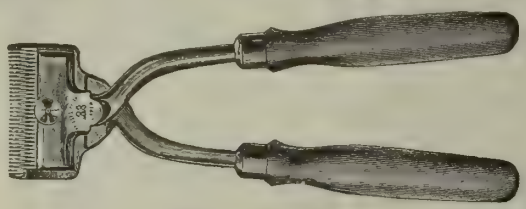
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

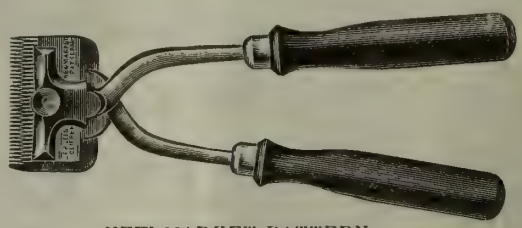
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

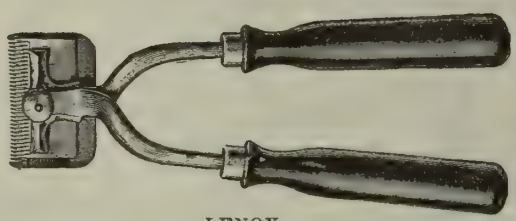
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

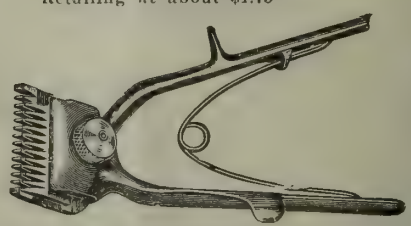


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



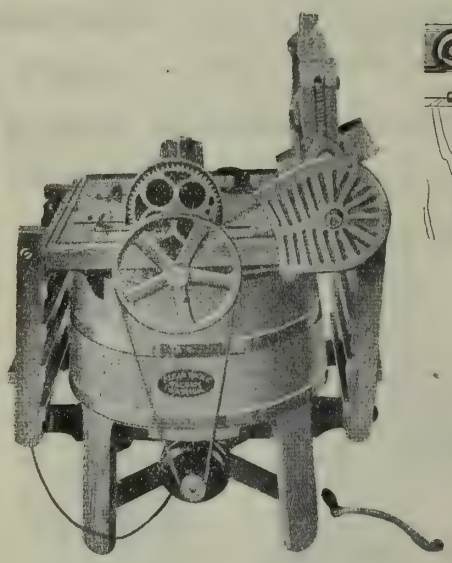
Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

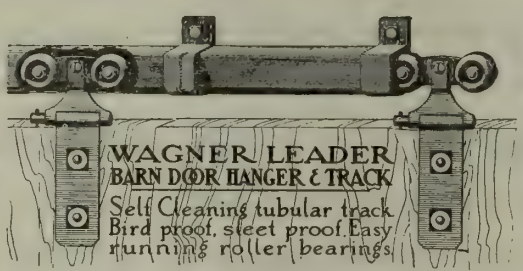
A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

THREE BIG LINES—

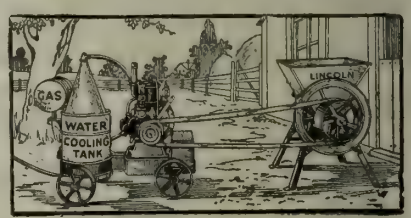
Famous Cushman Light Weight Engines





The Wagner Leader is without doubt the best barn door hanger and track on the market, and will be in great demand by the farm trade this year. Send for Wagner catalog.

One of the "KLEAN KWICK" lines of washing machines. Can be run with gas engine, or the wringer and machine can both be operated by hand. It is quiet in operation, and all the working parts are guarded. Produces twice the action of any machine with valve in stomper. Very simple gear construction.



We want you to handle our 4 h.p. Cushman binder engine. Its light weight and steady power permit it to be attached to rear of binder, etc. With a Cushman you can cut from 8 to 10 acres more and with fewer horses. If in heavy or tangled grain, and the sickle chokes, all they need to do is to stop the team; the engine clears the sickle. Binder runs the same, whether horses go fast or slow or stop. Binder will wear several years longer, as it is not jerked faster and slower by the horses. Attachments furnished for any binder.

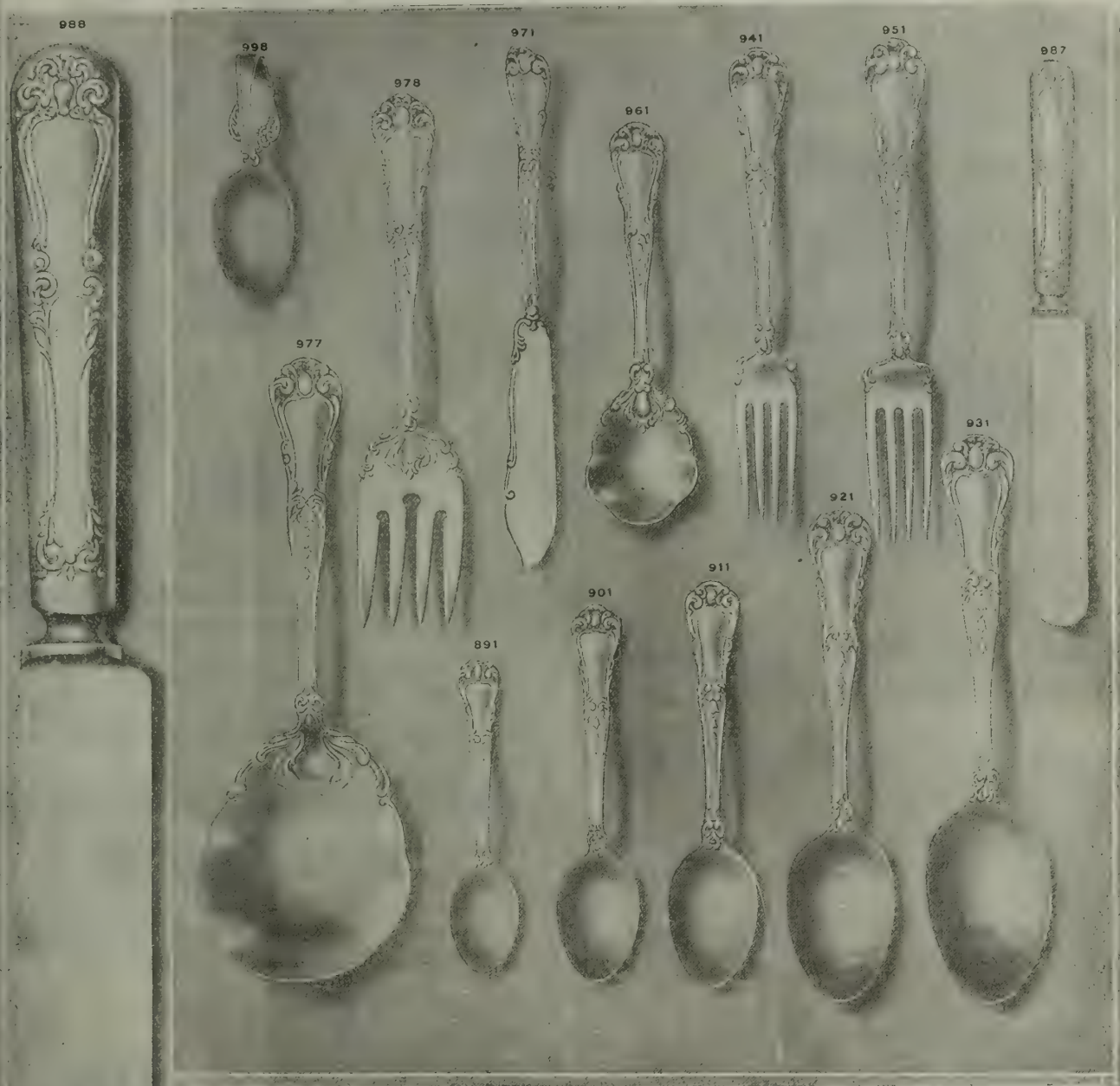
2-Cylinder Engines built in 8 H.P., 15 H.P. and 20 H.P. sizes.

CUSHMAN MOTOR WORKS OF CANADA, LIMITED

281 Princess Street, Winnipeg

If interested, tear out this page and keep with letters to be answered.

McGLASHAN, CLARKE CO., LIMITED, "SAXON" PATTERN



You can sell the "Saxon" on looks alone—the design is so beautiful. You can sell it on quality—plated in our Standard Plate on 18% nickle silver base. And you can sell it because it's Canadian—truly Canadian.

Write for prices.

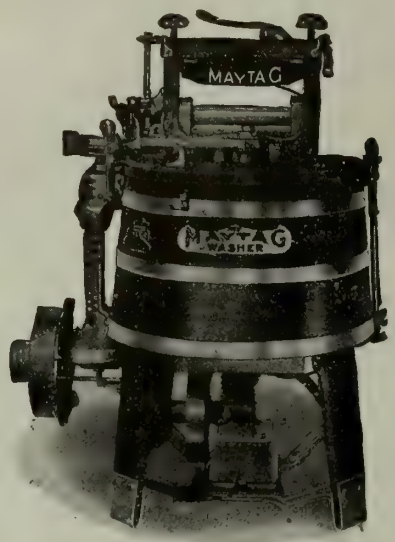
McGLASHAN, CLARKE CO., LIMITED

NIAGARA FALLS, ONTARIO

If interested, tear out this page and keep with letters to be answered.

The Maytag Multi-Motor Washer

Announcement Extraordinary!



What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, food chopper—or any group of small machines—that do not require more than ½ H.P.

Now Ready! Something entirely new! Looks good—"makes good"—sells on sight! Every woman wants one! No competition! Only Multi-Motor Washer on the market!

The secret is in the light, powerful, compact little motor that is mounted right on the washer—burns gasoline, kerosene, gas or alcohol. Guaranteed for THREE YEARS.

The price fits the moderate purse, but puts a generous profit in your pocket. GET SOME OF THIS GOOD BUSINESS. Be the FIRST one to supply the demand in your town.

Now, listen! Some live, progressive dealer in your territory is going to make **BIG MONEY** handling the Maytag Multi-Motor Washer—and it might as well be **YOU.**

You positively **CAN** sell this washer and, if you don't, your competitor will—and pocket the profits. Remember, the proof of progressiveness is showing new things **FIRST.** This Washer is the same as our regular Power Washer we have sold for years, except that it has attached under the tub a ½ horse-power, 2-cycle air-cooled engine.

The Merchants Hardware Specialties, Ltd., at Calgary, sole agents for Alberta. If in business in Alberta, write them.

THE MAYTAG CO., LTD.
WINNIPEG, MAN.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The R. McDougall Co., Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

Plymouth Stores Are Rope Headquarters

Surplus strength and extra long life! These are two of the qualities which make Plymouth Rope superior to other ropes.

In 1913 a Nebraska farmer bought some 13-16″ Plymouth Manila for his hay stacker. Used to larger sizes, he feared that this one (all that the dealer had) was too small—said the rope would not last three days. As a matter of fact it lasted nearly two whole seasons and stacked 1,700 tons.

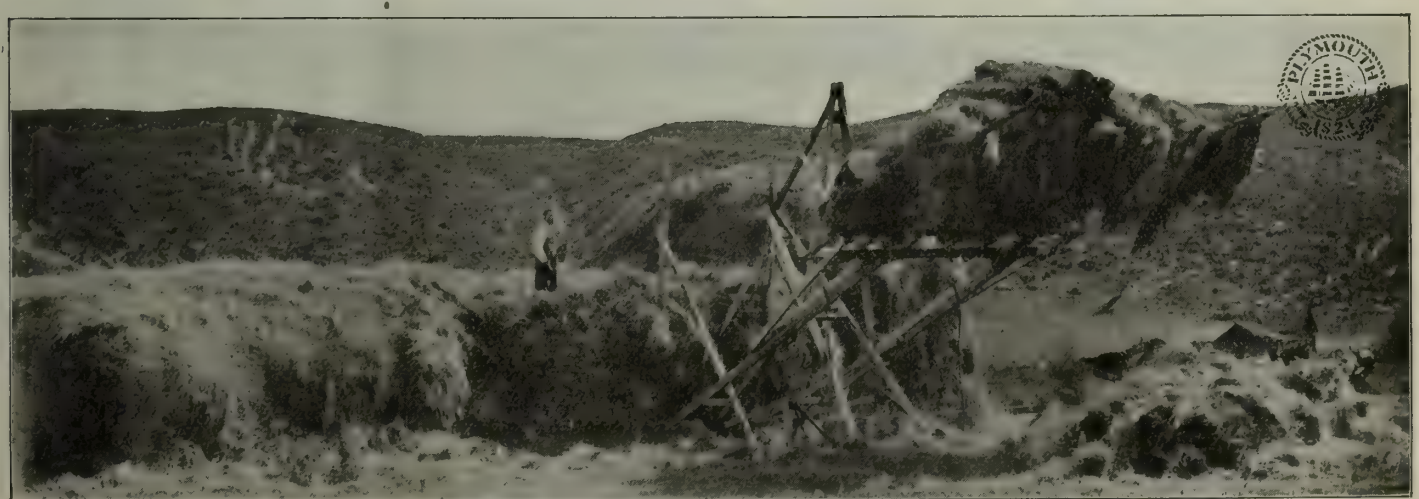
If Plymouth Rope will surprise even the man who already knows its quality, as was the case here, think how it will satisfy other buyers.

The dealer mentioned here likewise sells Plymouth Manila Yacht Lariat Rope, which is as much a leader in its special field as our regular rope is in the general field. And to quote his own words, "There are people that do not trade with us that come into our store and ask for Plymouth Lariat Ropes."

The average buyer appreciates and wants high quality in rope as in other things. That's why Plymouth stores soon come to be known as "rope headquarters."

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS., WELLAND, ONT.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, ONTARIO CANADIAN SALES AGENTS



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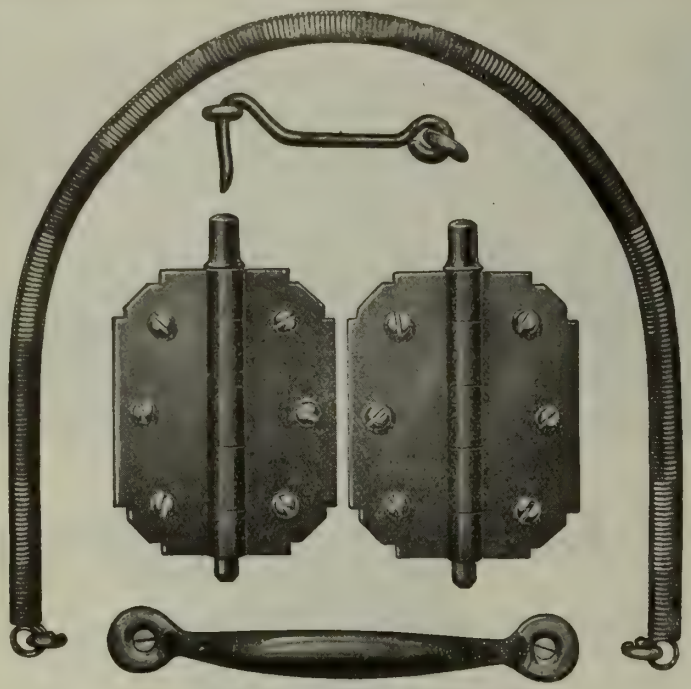


No. 175 SCREEN DOOR SET

Order Your Hardware for Screen Doors

NOW

Don't wait until the Spring is over and the season advanced.

BE PREPARED

Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Can.

Quick Hot Water at a Big Saving of Gas

ONE MINUTE AFTER THE

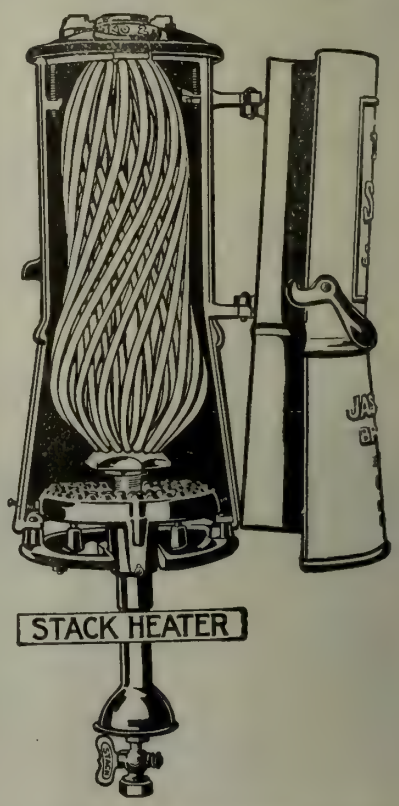
Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

EASILY SOLD **BIG PROFIT**



James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.

THE STEEL COMPANY OF CANADA LIMITED

BOLTS and NUTS

WROUGHT PIPE

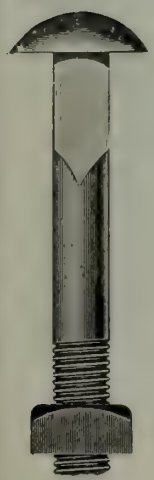
"TIGER" WHITE LEAD

THE LEAD WITH THE SPREAD

WOOD and MACHINE SCREWS

STEEL and IRON BARS

WIRE, WIRE NAILS, STAPLES, BALE TIES, PUTTY, SHOT, TACKS, BOOT CALKS, "INVINCIBLE" FENCING, LEAD PIPE, RIVETS



All our products guaranteed. Shipments Prompt.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX

If interested, tear out this page and keep with letters to be answered.

PREMIER LEADER With Reservoir and High Closet—Coal or Wood

DAVIDSON'S
PREMIER LEADER
Steel Range

The greatest value in a steel range on the market. Remember the Premier Leader is sold at a remarkably low price. We got it out with the intention of making it not only a "Leader" by name, but a "Leader" with the people of Canada.

The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections and all centres and covers are strongly ribbed.

The body is made of heavy steel and all lined with asbestos.

The nickelled trimmings are neat and easy to clean. Now is the time to get after the stove business. Order a sample Premier Leader and you will be surprised with the stove sales you will make this coming fall.

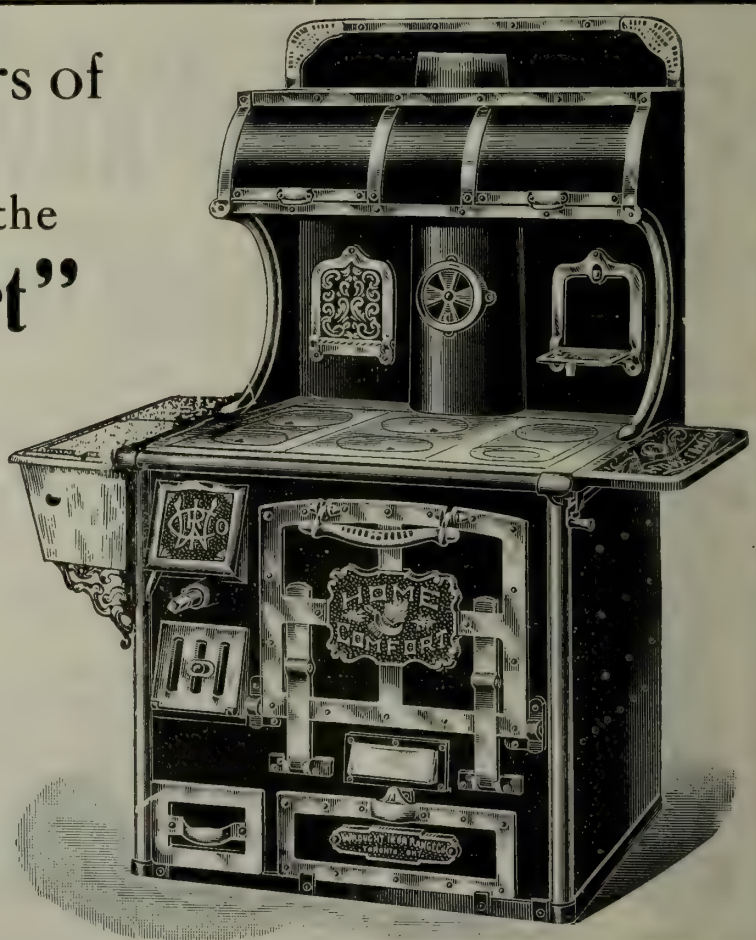
The Thos. Davidson Mfg. Company, Limited

Toronto MONTREAL Winnipeg

Over Twenty Years of Good Service

is nothing unusual for the

"Home Comfort" Range



For the past fifty years this range has been sold direct to the consumer, but the policy of this company having been changed, we are now offering the Home Comfort Range for sale through the trade, which policy will be maintained in the future. Would it not be advisable to inquire if your territory is still open?

A PURELY CANADIAN PRODUCT

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West Factory: 22 Orillia St.
TORONTO

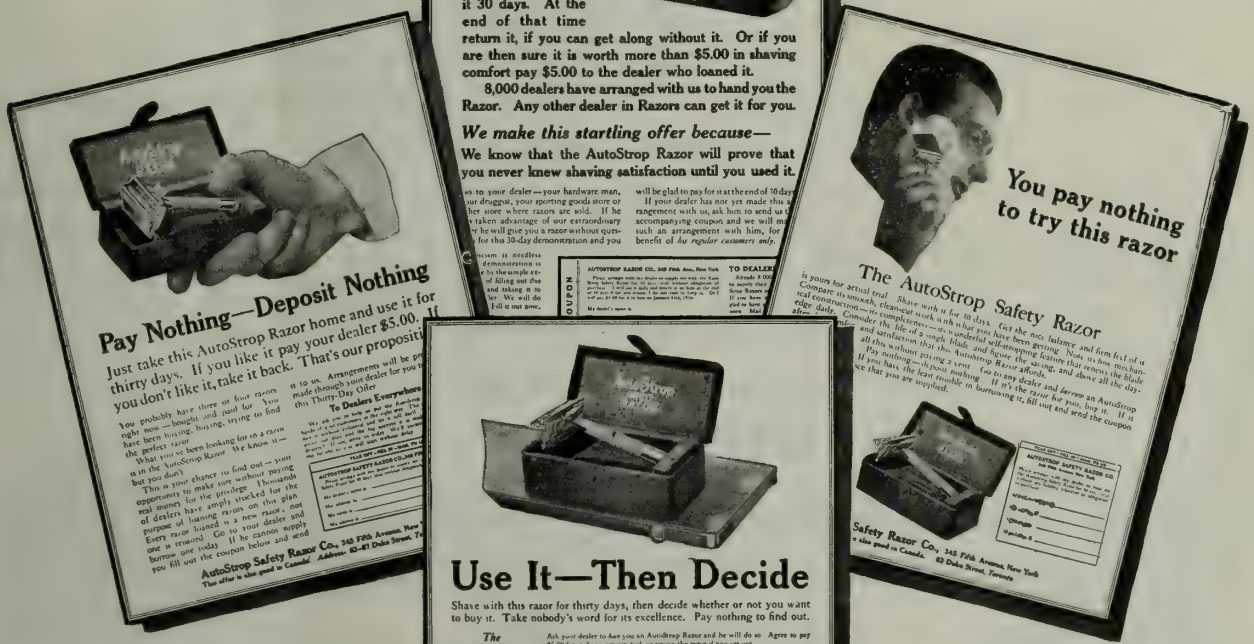
If interested, tear out this page and keep with letters to be answered.

We Have Already Spent

20,000 DOLLARS

In the Most Wonderful Merchandising Proposition Ever Made.

Write at once and we will send you every detail.



We will also mail you a guarantee against all possible loss.

No other Safety Razor has ever been backed up with such an offer.

The merit of our article enables us to make this fearless proposal.

The above four pages have currently appeared in

The Saturday Evening Post

TO DEALERS EVERYWHERE

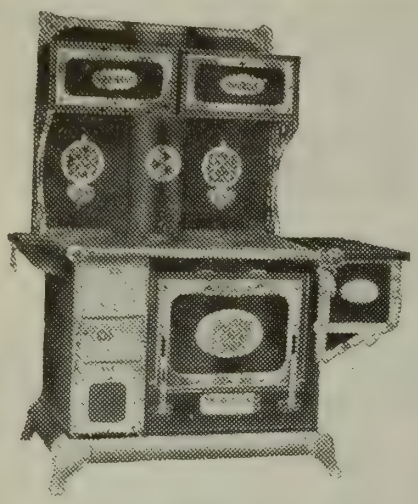
Lend an AutoStrop Safety Razor to any regular customer. Tell him to use it for 30 days and then either to return the razor or to pay $5.00 for it. If you lose the razor or fail to collect the $5.00, the AutoStrop Safety Razor Company will send you FREE a new razor to make good your loss.

THIS IS NOT A CONFIDENTIAL ARRANGEMENT, IT IS A

BIG, BROAD SELLING PLAN

AUTOSTROP SAFETY RAZOR CO., 83-87 Duke St., TORONTO

If interested, tear out this page and keep with letters to be answered.



Hartford Malleable Range

To Stove Dealers:

If you want stoves that will not stay on the sample floor, BUT WILL SELL, write at once for descriptive matter and illustrations of

New, Up-to-the-Minute Patterns

with plain, smooth, satin finish, and at prices that are right.

They Sell

because they are just what the people are asking for.

Dominion Stove & Foundry Co., Ltd.

PENETANG, ONTARIO

(We solicit your business entirely by mail.)

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

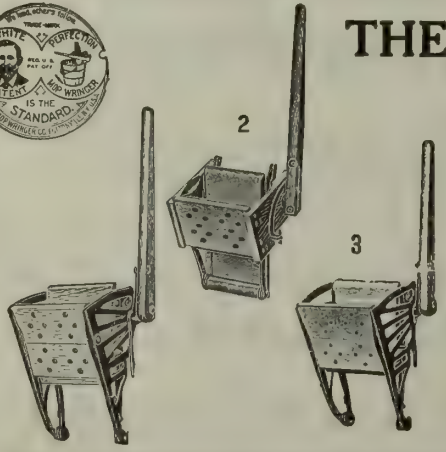
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

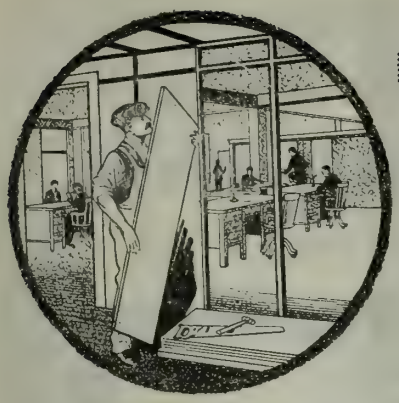
Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.

FULTONVILLE, N. Y.

If interested, tear out this page and keep with letters to be answered.



The Advertising Is For YOU!

The advertising of Neponset Wall Board is in full swing. Your customers see it. Will *you* be ready to supply the demand? Show the Wall Board in your windows and talk about it to your customers. Build up goodwill for the future as well as present profits.

NEPONSET WALL BOARD

You can supply two finishes—Cream White, which can be painted if desired, and Quartered Oak finish.

We have printed the full series of Neponset Wall Board advertisements in a booklet. Write for it to-day, and realize the extent of the publicity, and get valuable selling arguments. Booklet also shows the Neponset Paroid Roofing campaign.

Write for the Advertising Campaign Booklet.

BIRD & SON, Dept. V, Hamilton, Ont.

Warehouses—Winnipeg, Calgary, Vancouver, Montreal, Halifax, St. John, Edmonton

BIRD NEPONSET PRODUCTS

The largest Manufacturers of Roofing, Wall Board and Roofing Felts in Canada.

50 YEARS IN THE BUSINESS

Success Breeds Success

Nicholson Files are made by a firm with 50 years' experience, whose annual capacity is 60,000,000 files a year, distributed over 4,000 different patterns.

Nicholson's direct and control every manufacturing process, from raw material to finished file. Their workmen are expert, and their product is acknowledged superior the world over. 90% of all files sold in Canada are Nicholson-made and are one or other of the Famous Five:

Kearney & Foot, Great Western, American, Arcade, Globe

(Made in Canada)

If you want more of the file business in your locality, write us for catalogue and a copy of "File Filosophy" and say you would like our assistance, and you will get it.

OVER 60,000,000 FILES A YEAR

NICHOLSON FILE CO.

PORT HOPE *(Jobbers Everywhere)* **ONTARIO**

If interested, tear out this page and keep with letters to be answered.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

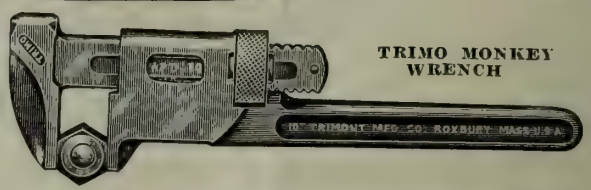
TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH WOOD HANDLE

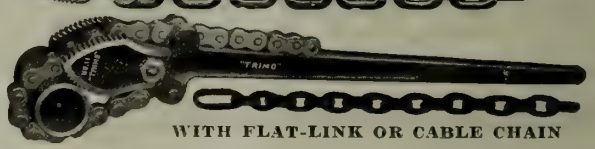
TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH

TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

The Means to the End of a Perfect Wash Day

NEW IDEA ELECTRIC

Power Washer and Swinging Wringer

Washes and Wrings at the same time or separately. All the operator has to do is attach it to an ordinary light socket, turn the button, fill and empty the machine. The Wringer swings to and works in any position over a tub or clothes basket.

It is very Simple, Powerful, Noiseless and Cleans thoroughly.

Can be furnished without the Electric Motor. Fitted with pulley for Belt connection with Gasoline or other Engine Drive.

IDEAL FOR HOUSEHOLD USE.

Made only by

Cummer-Dowswell, Limited, Hamilton, Ontario

SCREEN DOORS

That Pull Big Business

Put the Sanderson-Harold Screen Doors where they meet the eye of your customers and they will sell themselves. The construction and finish appeal strongly to everyone.

Made of carefully selected, well seasoned dry pine, by special up-to-date machines.

Frames are held rigid by well-glued dowels. Stiles and top rail from 4 in. and bottom rail from 6 inch stock, finished ⅞ inch thick.

Only the best grade of wire cloth is used.

We also manufacture a high-grade line of **WINDOW SCREENS.**

Write for full details on our complete line of Doors and Screens.

The Sanderson-Harold Co., Ltd.

PARIS, CANADA

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

M-R-Co. Trough and Pipe

Including a Complete Line of Sundries of All Kinds

PIPE—10.ft. lengths; straight and true; wide, tight seam.

TROUGH—10-ft. lengths; die-stamped; joints absolutely snug.

M-R-Co. Die Stamped Eavetrough Saves You Money! We Make It!

THE QUALITY HOUSE IS SAFEST—THINK OF SAFETY FIRST.

The Metallic Roofing Co., Limited

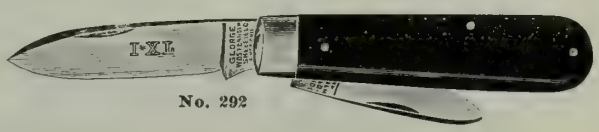
TORONTO MANUFACTURERS WINNIPEG

CELEBRATED I·XL CUTLERY

GEO. WOSTENHOLM & SON, Sheffield, England

HAND FORGED

No. 1971C



No. 292

Pocket cutlery made in over four thousand distinctive new and up-to-date patterns.

No. 611

Each blade thoroughly tested and fully guaranteed.

RAZORS

No. 2000, Hollow Ground

Fully Concaved

No. 1000, Gold Etched

COMPLETE LINE OF I·XL CUTLERY STOCKED BY ALL LEADING JOBBERS

A. MACFARLANE & COMPANY, Limited, MONTREAL, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

The Sprayer Familiar to Farmers

Consistent and persistent advertising in the farm publications has made the name of "Spramotor" widely and favorably known to farmers. Why not turn this reputation to your advantage by offering the

Spramotor
It isn't a SPRAMOTOR unless we made it.

to your customers? Besides the liberal profit, there is also the knowledge that you are handling an article that you can honestly recommend and that you know will give satisfaction. The reputation that the Spramotor bears among farmers is going to help you to make sales. Our special dealer proposition will interest you. May we send you particulars?

Made in Canada—No duty to pay.

Spramotors Limited, 2823 King St., London, Canada
or Spramotors Limited, 2923 Erie St., Buffalo, N.Y.

Brooms
of
Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

Included in the Popular Trade-Marked Brand of Ammunition is

Dominion Canuck

The Canuck shot shell — the newest member, yet old enough to have been proved—came into the Dominion family only after its quality had enabled it to stand up with the Imperial, Sovereign and Regal, its brothers.

But the Canuck has done more, it has brought to the shot shell branch of the Dominion family improvements that have been adopted by all. It brought with it the larger primer—sending a flash into the powder that means all the power possible behind the shot; the harder crimp—no bungling in pumps or automatics and the knurl for the Sovereign and Regal.

For trap and field shooting of all kinds, stock Canuck for those of your customers who want something just a little better.

Dominion Cartridge Company, Limited
120 St. James Street, Montreal

"Bristol"

TRADE MARK REG. U. S. PAT. OFF.

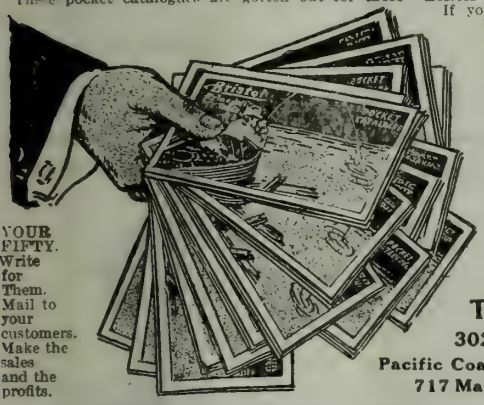
The Prize-Winning Rods

Fifty of these Pocket-Catalogues FREE to each BRISTOL DEALER

We have picked out the ten most popular "Bristol" Steel Fishing Rods—those most in demand in all parts of the country—and are advertising these ten in a four-page beautiful advertisement in the leading sporting journals.
We are reproducing the advertising of the same ten rods in a handsome pocket catalogue for distribution by Bristol Dealers and for mailing to fishermen.

WRITE TO-DAY FOR YOUR FIFTY

These pocket catalogues are gotten out for those "Bristol" Dealers who want to sell more "Bristol" Rods, and make more money for themselves as well as for us. If you will co operate with us in this way, by mailing fifty of these pocket catalogues to your customers, or by handing them out to the best prospects for new "Bristol" Rods, we will be very glad to supply the catalogues FREE.



YOUR FIFTY. Write for Them. Mail to your customers. Make the sales and the profits.

Our Special Offer of FREE Scales

We will send you an electro newspaper advertisement FREE if you will use it. It says that the Horton Mfg. Co. has instructed you to state to your customers that with each rod that they buy from you, they can also get FREE from us, a pair of beautiful scales for fishing or household use, weighing up to 15 pounds.

State what "Bristol" Rods you have purchased or require for your trade this season.

The Horton Mfg. Co.
302 Horton St., Bristol, Conn.
Pacific Coast Branch: Phil. B. Bekeart Co.
717 Market St., San Francisco, Cal.

Registers Imperial Gallons

CANADIAN DEALERS—
This is one of the fastest selling Auto Accessories of the year—

Every Ford Owner needs the Challenge Gasolene Gauge. Show it to him and he will buy it. The reason is simple. Though the car may cost $500 or $600, it is no good without gasolene. The owner cannot afford to be in doubt as to his gasolene supply. At small cost he can ascertain the exact amount at any moment. No guesswork.

The Challenge Gauge will register the contents of a gasolene tank at all times and under all conditions. It is safe, leakless, accurate and durable—outlasting the car. Why not sell them in your neighborhood? A good profit and quick sales for you. It is an important part of every Ford.

Ask your Jobber or write us.

The Badger Craft Shops

SHEBOYGAN - - WISCONSIN

If interested, tear out this page and keep with letters to be answered.

Everybody Needs FRANCO Flashlights

The demand is increasing by leaps and bounds. Dealers everywhere are enthusiastic and are preparing for a banner year.

FRANCO Flashlights

are definitely guaranteed. Exclusive patented features—fibre cases cannot short-circuit. FRANCO Radio Batteries last longer, recuperate quicker and give more brilliant light than any flashlight battery made.

Catalogue mailed on request.

INTERSTATE ELECTRIC NOVELTY CO. OF CANADA, Limited

220 KING STREET WEST, TORONTO, ONT.

BUFFALO BRAND

Oils, Lubricants and Specialties

are

The **ONLY** Oils in Western Canada which are not sold direct to consumers.

The **ONLY** firm who protects the Dealer in this way is

Prairie City Oil Company, Ltd.

WINNIPEG, MAN.

Place your order with the one and only firm who has your interests at heart, and protects you in this way.

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.

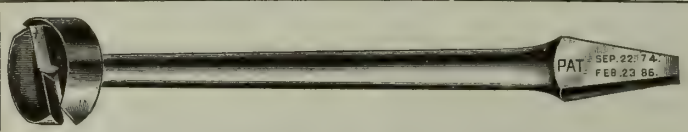
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.

Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.

A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD in this paper

If interested, tear out this page and keep with letters to be answered.

AUTOMOBILE ACCESSORIES

CHAS. WEILAND, Inc.

AUTOMOBILE ACCESSORIES

Established 1882

Cap. Stock: $750,000

Salesrooms, Offices and Warehouses

147-149 Chambers Street—NEW YORK, U.S.A.—129-131 Reade Street

Address All Mail to Main Office, 149 Chambers Street

Send for our two net price Catalogues—one for Automobile Accessories only and one for Mechanics' Tools, Cutlery and House-Furnishing Goods.

New Special 1916 Catalogues will be sent on application.

Write for yours **Now.**

WHOLESALE EXCLUSIVELY

Factories: 378-380 W. Broadway and 375-377 W. Broadway, New York City

WHOLESALE EXCLUSIVELY

Manufacturers, Importers and Factory Representatives

NOTICE

Special Net Prices on Standard Brands on Seasonable Lines of Hardware, Cutlery and Mechanics' Tools. We Carry at All Times a Full Line of Hotchkiss Barber and Horse Clippers. All Sizes of Crescent Rivetless Face Plastering Trowels Always on Hand.

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LOWEST PRICES IN AMERICA—WE HAVE NO CONNECTION WITH ANY OTHER CATALOGUE HOUSE

No Puzzling List or Discount—all goods quoted throughout our Catalogue at Net Prices.

Our 25-Foot, Six-Colored Bill Poster which will appear about the middle of April.

THIS MAGNIFICENT POSTER IS SURE TO ATTRACT THE EYE OF THOUSANDS OF PEOPLE, MANY OF WHOM ARE USERS OF BATTERIES

Stock XCELL Batteries now and be prepared to supply the demand that this consumer advertising creates.

GUARANTEE:

If any of our Xcell Batteries do not give satisfactory service for the work intended, we will credit the amount, refund the money, or replace with new cells.

Canadian Carbon Co., Limited, 96 W. King St., Toronto, Can.

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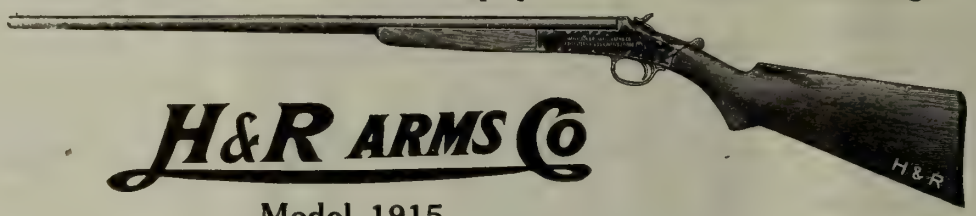
A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

Fast Selling Automobile Accessories.

Hyslop Spark Plugs

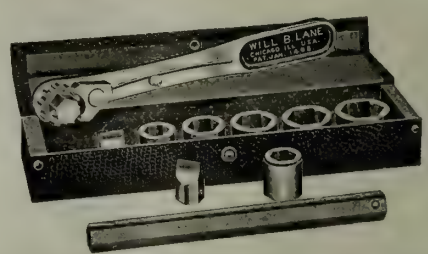
FOR AUTOMOBILES, MOTOR-BOATS AND MOTOR CYCLES

The "HYSLOP" is the only **strictly high-grade** line of spark plugs on the Canadian market selling at popular prices. Our specially designed spark plug for Ford Cars, retailing at 40c, is a winner.

HARDWARE DEALERS, increase your sales by stocking the entire line of Hyslop Spark Plugs. It means QUICK SALES and BIG PROFITS for you. Write for our 1916 Automobile Accessory Catalogue and special wholesale proposition on spark plugs and hundreds of other good sellers.

HYSLOP BROTHERS, Limited
TORONTO, ONT.

Lane's Unique Ratchet Wrench



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.

STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to ⅝ in.

WRITE FOR PRICES.

Full line carried in stock by Marshall-Wells Co., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; J. S. Mitchell & Co., Sherbrooke, Quebec.

WILL B. LANE, 180 North Dearborn Street CHICAGO - - ILL.

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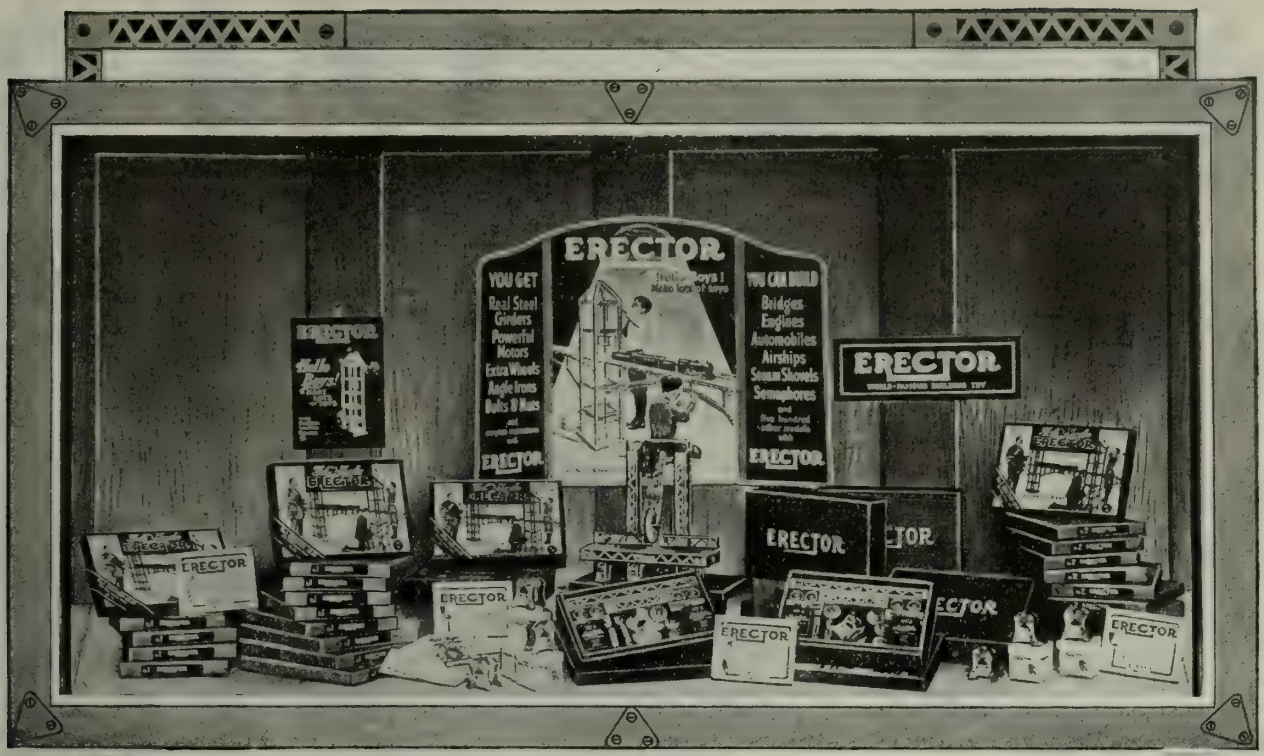


ERECTOR

The above photograph shows the striking display you can make with an investment of $58.50 in Erector, "The Toy Like Structural Steel."

With Erector, boys build Bridges, Elevators, Engines, Battleships, Flying Machines, etc. Hundreds of thousands of Erector Sets are sold in the United States every year.

All the displays shown in the photograph are furnished free to dealers, including:

An interesting Erector model
A large beautifully lithographed cut-out in colors
A lithographed metal sign containing the famous slogan, "Hello! Boys"
A lithographed metal "Erector" name sign
A set of two-color price cards
200 8-page, two-color folders
A Demonstrator's Kit, which shows you how to make Erector sales quickly and easily

All this for an investment of $58.50—and you net the large profit of $31.50.

Send us your order to-day. You will find Erector one of the quickest selling and most profitable items you ever carried.

Distributors.

MENZIES & CO.

LIMITED

FOR

THE A. C. GILBERT CO.

NEW HAVEN, CONN., U.S.A.

Profit $31.50. Retail $90.00. Net $58.50.	U.S.A. Retail Prices	Canada Retail Prices
8—No. 1	$ 8.00	$ 12.00
6—No. 2	12.00	18.00
3—No. 3	9.00	13.50
3—No. 4	15.00	22.50
1—Erector	5.00	7.50
3—No. 1-A	3.00	4.50
2—No. 2-A	2.00	3.00
1—No. 3-A	2.00	3.00
3—No. P-58 Motors	4.50	6.75
2—No. P-59 Reverse Bases.	1.50	2.25
1—No. P-60 Transformer	3.00	4.50
10—No. 3 Manuals	2.50	3.75
1—No. 3 Erector Parts Cabinet.	22.50	33.75
	$90.00	$135.00
Less 35%...	31.50	
	$58.50	

The Increased Retail Prices for Canada Cover Duty.

"Wear-Ever"

Aluminum Ware

Made in the largest and most modern factory of its kind in Canada

"Wear-Ever"

Utens ls

Prove that there's a big difference in Aluminum Ware.

The enormous pressure of rolling mills and stamping machines makes the metal in "Wear-Ever" dense, hard, smooth.

"Wear-Ever" Utensils are extensively advertised to the consumer, and dealers are supplied with very attractive printed matter and display helps. THE RESULT IS A READY SALE AND EASY PROFIT.

Over 100,000 satisfied users in Canada.

Northern Aluminum Company, Limited
TORONTO, ONTARIO

WEAR-EVER
N.A. ALUMINUM CO. LTD
TRADE MARK

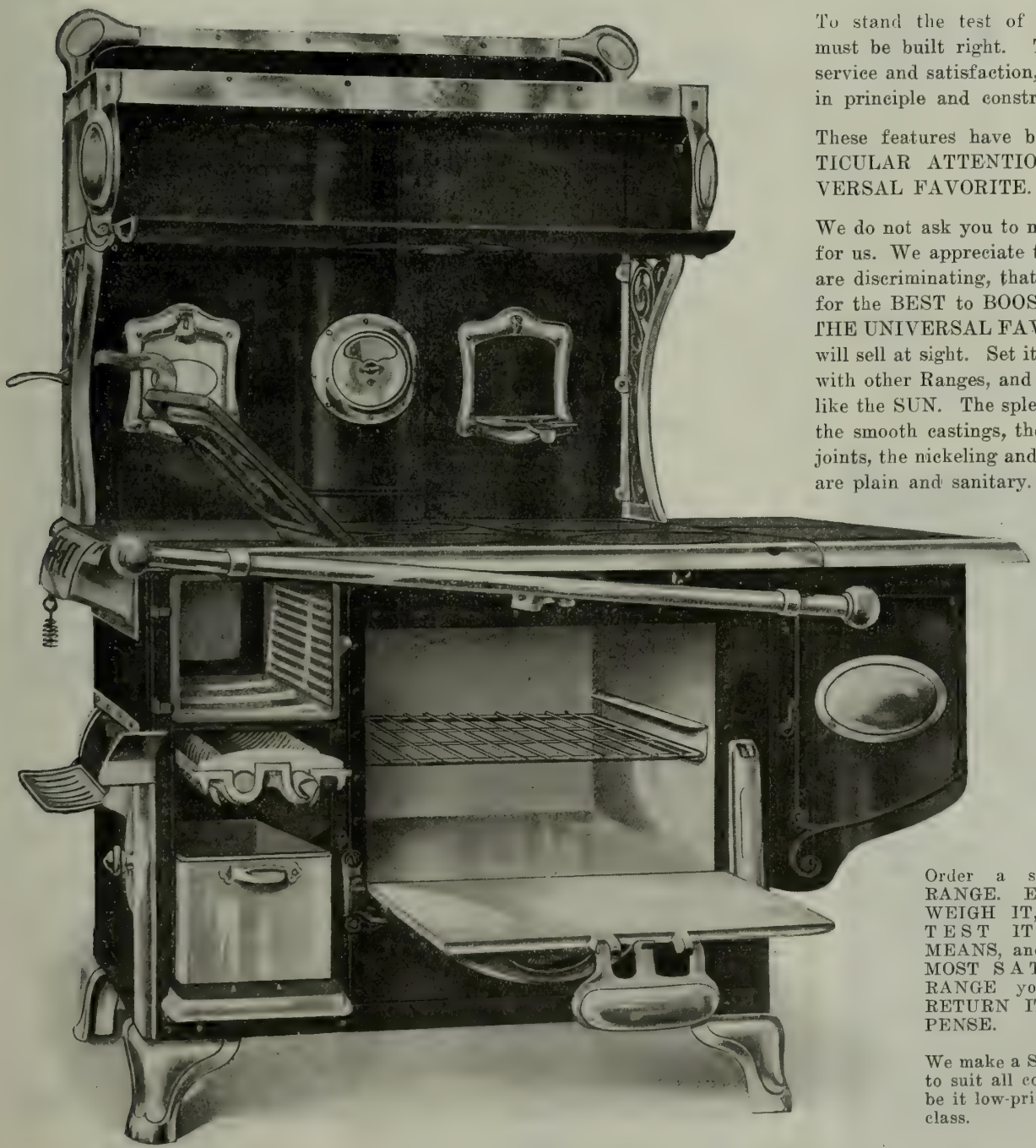
The mark of distinctive quality in aluminum ware.

If interested, tear out this page and keep with letters to be answered.

Appearance—Long Service—Convenience

The idea is carried out at every step in the manufacture of

The Universal Favorite Range



To stand the test of time a RANGE must be built right. To give constant service and satisfaction, it must be right in principle and construction.

These features have been given PARTICULAR ATTENTION in the UNIVERSAL FAVORITE.

We do not ask you to make experiments for us. We appreciate the fact that you are discriminating, that you are looking for the BEST to BOOST your business. THE UNIVERSAL FAVORITE RANGE will sell at sight. Set it up in your store with other Ranges, and it will stand out like the SUN. The splendid appearance, the smooth castings, the perfectly fitted joints, the nickeling and decorative parts are plain and sanitary.

Order a sample of this RANGE. EXAMINE IT, WEIGH IT, MEASURE IT, TEST IT BY EVERY MEANS, and if it is not the MOST SATISFACTORY RANGE you ever handled, RETURN IT AT OUR EXPENSE.

We make a STOVE or RANGE to suit all conditions of trade, be it low-priced or the highest class.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT., AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

If interested, tear out this page and keep with letters to be answered.

Superior Battery Service controls the Battery Sales

It will take but a very short time to effect a natural increase in your battery turnover if you stock and boost

"North Star" Dry Cells

Once known, they are always used—because there is a distinctive superiority in their service.

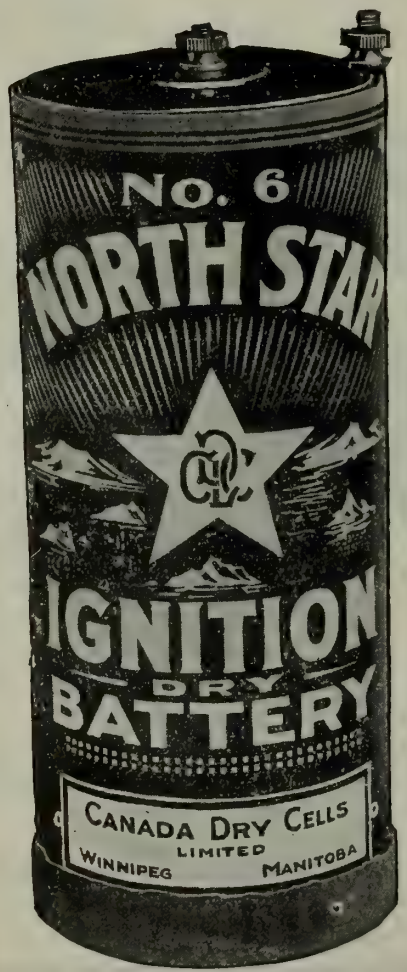
The Western Battery For The Western Need.

Try them, your jobber will supply you promptly.

Canada Dry Cells

Limited

WINNIPEG, MAN.



Starting and Lighting System

for Fords

$75.00

Lighting Outfits only for Fords

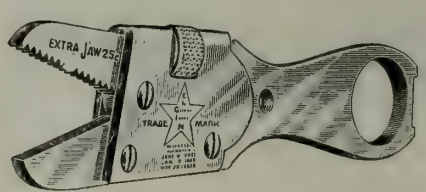
$40.00

Write us to-day for Catalog

HENRICKS

MAGNETO & ELECTRIC CO.
1210 ST. PAUL STREET
INDIANAPOLIS - - INDIANA

Elgin Adjustable Wrenches



Convenient to use, easy to carry, effective in results. The convenient wrench for inconvenient places. Excels in appearance and efficiency.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Cost You $20.50 Sells for $30.00

Hardware men throughout the country are adding bicycles to their line. **Clean steady business. Big Profits.** Send for our **large illustrated catalogue** and add another profit maker to your business.

Dominion Cycle & Supply Co.
1446 St. Lawrence Blvd., MONTREAL, QUE.

The effect of the

Great Conflict

upon business and investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions — and of the best possible business and financial counsel.

THE FINANCIAL POST *of* CANADA

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its by-mail

INFORMATION BUREAU

which deals with financial or business problems, furnishes a service of unsurpassed value.

Annual Subscription $3.00 the Year. Write for a Sample Copy.

THE FINANCIAL POST *of* CANADA

143-153 University Avenue
TORONTO CANADA

If interested, tear out this page and keep with letters to be answered.

ALBERTA

BIGNESS is the outstanding feature in Alberta to-day. An outsider looking on can't help seeing it.

BIG Farms—BIG Minded Men—BIG Needs for Equipment—BIG Opportunities for the Dealer.

In writing from Calgary for three sets of Giant Traces and the outfits to go with them, Mr. Geo. O'Brien says that he has twenty-four horses, and they are BIG horses. See his letter below.

CALGARY—Enclosed find P. O. Order for $28.50 for two sets of Giant Traces and Equipment and one set of Traces only. I have twenty-four horses weighing from 1,600 to 1,800 pounds, and the harness must be BIG enough to fit them.
Geo. O'Brien.

We had no dealer in Calgary with these goods on hand and had to ship direct. The profit to a dealer on this sample order would be $8.15.

COWLEY—I saw your Ad. in The Family Herald and Weekly Star, and am sending $36.00 for three sets of Giant Traces with equipment. Please send me your booklet, as I will require other goods. Rush the order, as I need it at once.
Jno. M. McBrie.

COWLEY—Having seen your Ad. in Grain Growers' Guide, I am sending $1.50 for one set of Giant Rope Traces.
A. Betts.

No dealer in Cowley. Had to ship direct. A dealer would have made nearly twelve dollars on these sample orders after having paid the freight. Mr. Cowley says he will need some more goods—and who is going to supply his neighbors?

PROVOST—Kindly rush by express complete Draught with Rope Traces, as advertised in the Farmers' Advocate.
W. G. Farquharson.

No dealer in Provost carrying GRIFFITH HORSE SPECIALTIES. Had to ship direct.

WESTLOCK—Please forward at once, by express, one set of Giant Rope Traces. **H. Greenfield.**

Mr. Greenfield would never have gone to the trouble of sending for these traces if he could have bought them in his own town. If we could have returned the order to a local dealer we never would have shipped them.

HORSEGUARDS P.O.—I am sending an order for your Plow Harness as I cannot find a dealer who is handling them. Am sending twelve dollars, as advertised in the Family Herald. Have used one of your Giant Halters for over a year and it has given good service. Sydney A. Barrett.

There is a Giant Halter doing Missionary work for over a year at Horseguards, and now the owner looks around for a dealer selling the GRIFFITH line. It isn't much wonder that he came back for some more goods. ALBERTA DEALERS! This repeat business is great stuff. GRIFFITHS HORSE SPECIALTIES are lively repeaters.

MEYVLAND P.O.—Please find enclosed $1.25 for one Giant Halter, as offered in the Farmer's Magazine. H. Hewitt.

OYEN—Please send at once:
One Griffith Giant Halter $1.25
One Handy Rope Tie ..... .25
$1.50
T. Swindlehurst.

Mr. Thos. Lees, Merchant at Oyen, had taken our Agency for his district, but as his shipment had not left the factory we forwarded the goods to parties opposite and sent him a Credit Note for the profit.

RETLAW STN., DEERING P.O.—Your little Booklet, "What's New For the Stable," came to hand and I am much obliged. Please send me two Giant Halters, as on page 2.
J. Hayward.

Mr. Hayward gave us the name of his regular dealer in Retlaw, but we have not yet opened an account in that town. Here is an opportunity for the Hardware dealer in Retlaw.

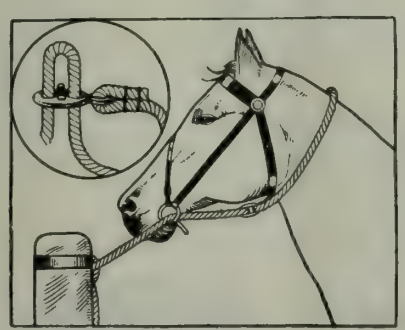
SCOLLARD—Kindly forward one of your Handy Ties, as offered in the Grain Growers' Guide for 25 cents; also send booklet.

Enquiries have been recently received from the following places. Is your town on the list?

Ardenode—Robt. Donkin
Caroline—Kyrl McCartney
Carrot Creek—F. Marshall
Chinook—E. P. Smith
Consort—Jno. Bibby
Crossfield—Levin Hulgren
Daysland—A. P. Rankin
Delia—H. B. Limpert
Duffield—G. H. Clift
Entwhistle—C. Barbour
Innisfail—Mrs. A. J. Crack
Edmonton—Jas. A. Cooper
Heart Lake—Harry Clark
High River—Fred Courchee
Lombard—Thos. Hale
Minda—Oscar C. Wesley
Minburn—Albert Parker
Nanton—F. B. Penn
Naughten Glen—E. Dahl
Nightingale—H. B. Petter
Rocky Mountain House—J. A. Desjardines
Scollard—Jno. Hayton
Sullivan Lake—Rob Usher
Throne—Christopher J. Himle
Veteran—W. Wrigley
Vermilion—A. Hanson
Wetaskiwin—W. H. Cook, Wm. H. Cook
Winnifred—Geo. A. Scott, Mrs. Lilly White
Wildmere—Geo. Cruthers

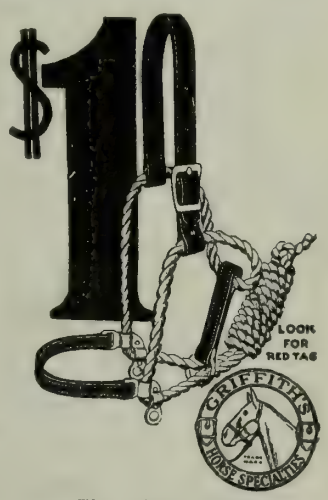
Giant Rope Traces

Price per set of four traces .....$ 2.75
Retail in Alberta 4.50
Price per set with Equipment 8.35
Retail in Alberta 12.00



The Handy Tie

No. 1—Dealer's Price ...$2.70 retails .25
No. 2— " " ... 2.10 " .30
No. 3— " " ... 1.80 " .25



The Giant Halter
Price to Dealers $0.75
Retail Price...$1.25 and up

The Giant Yoke Rope
Price to Dealers $3.75
Retail Price .....each .50

GRIFFITH'S HORSE SPECIALTIES TRADE MARK

G. L. Griffith & Son **Stratford, Ont.**

If interested, tear out this page and keep with letters to be answered.

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

EFFICIENT SERVICE

Our constant aim is to give you EFFICIENT and RELIABLE SERVICE, the kind that leaves an impression of personal attention.

"Service" Branches throughout Canada, with complete stocks, make quick and prompt deliveries possible.

If It's Rubber

The Dominion Rubber System

Has It

WRITE FOR CATALOGUE AND LET US SHOW YOU HOW WELL WE CAN SERVE YOU.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches throughout Canada

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, APRIL 8, 1916 No. 15

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A 1916 GARAGE

-YOU-

WHO ARE BUILDING OR REMODELING GARAGES THIS YEAR, WILL CERTAINLY WANT SEVICEABLE, ECONOMICAL AND ORNAMENTAL HARDWARE.

The Stanley Works manufactures a complete line of up-to-date garage hardware; from a garage door holder, which prevents your doors from slamming, to 36-inch hinges for brick and concrete garages.

Write today for free booklet "R" on Garage Hardware.

STANLEY S.W. WORKS
NEW BRITAIN CONN. U.S.A.

←Your customers

will read that advertisement this Spring in the leading

Automobile journals
Architectural periodicals
Carpenter and contractor papers
Home building magazines.

And when they come to you for Stanley's Garage Hardware,——?

Remember, you sell it for a grade of work and to a class of people who can afford to pay you a liberal margin of profit.

Why not send for our illustrated Garage Hardware Catalog to-day,

MADE BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO
HINGE HEADQUARTERS
Canadian Representatives:
A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL

The Substitutes for

J L B L CANADA

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR
or
"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited
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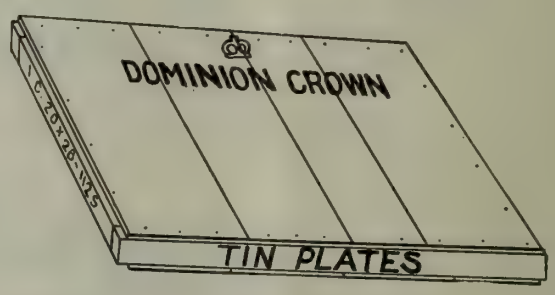


High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, APRIL 8, 1916 No. 15

Analysis of Thirty-Three Cent Paint

Toronto Hardware Merchant Secured Analysis of 33c Paint From Department of Inland Revenue, Canada—What Sample Contained—Reproductions of Advertisements and Correspondence With Department

ON page 33 of this issue appears a reproduction, in reduced size, of a letter received from the Department of Inland Revenue, Ottawa. The letter refers to an analysis of a sample of mixed paint, which had been submitted to the department with a request for an analysis. The analysis was made at request of Morris Phillips, a hardware merchant at 686 Bloor street, west, Toronto.

In the Toronto Daily Star of February 2, 1916, a portion of the full page advertisement of the T. Eaton Co., featured mixed paint at 33 cents per quart. A reproduction of the part of the advertisement referred to appears on the next page.

Two days later, Feb. 4, another advertisement appeared, and a portion of the advertisement featured paint, as shown in the reproduction on this page. This advertisement stated in part, "Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil."

On February 7, accompanied by an officer from the Inland Revenue Department, Mr. Phillips went to the store of the T. Eaton Co., Ltd., Toronto, and purchased two quarts of paint (inside white) which had been previously advertised in the Toronto Star of Feb. 4, and delivered same to H. R. Frankland, collector of Inland Revenue at Toronto. Mr. Frankland was requested to forward one can of paint to the Inland Revenue Department, at Ottawa, for analysis. Mr. Frankland forwarded one of the cans to Ottawa, together with the invoice, advertisement and a letter from Mr. Phillips, to the Department of Inland Revenue at Ottawa, with the request that the paint be analysed.

Mr. Phillips' letter follows:

Toronto, February 7th, 1916.

H. R. Frankland, Esq.,
Deputy Collector of Inland Revenue,
12 Toronto street, Toronto.

Dear Sir:

I desire to call your attention to an advertisement of the T. Eaton Company, Limited, published in the Toronto "Daily Star," of February 4th, 1916, dealing with the sale of a certain mixed paint which is offered at 33 cents a quart and described in the ad. as composed of only pure lead, pure zinc, pure dry colors and pure linseed oil. My belief is that it does not contain the above mentioned ingredients in the pure form and I therefore request you to have an analysis of it made for the purpose of determining the truth or falsity of the above referred to advertisement, because it is very unfair to the manufacturers of and dealers in paints and to the general public who are the purchasers and users, in the event of its turning out that the above described descrip-

Buy Paint at 33c a Quart If You Want to Share in the Greatest Value Ever Offered in Paint

Buy it for Indoor Painting Now, Buy it for Future Outside Painting

THIS PAINT WAS SOLD AT THIS FIGURE LAST YEAR, AND IT WAS CERTAINLY A GREAT BARGAIN, but it is doubly so this year, because the ingredients have advanced considerably. The only reason for the price being the same is that after the immense success which attended last year's efforts orders were immediately placed for a repetition of the event this year, and we thereby saved the advances on the materials. Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil. It is ready mixed and ready to apply. It will not crack, blister, or peel if directions are followed, and the list of colorings provide for woodwork in bedrooms, for shutters, verandahs, fences, in fact everything that will look better painted. BUY NOW WHILE THE COLOR LIST IS COMPLETE, FOR WE POSITIVELY CANNOT DUPLICATE THIS OFFERING AT THE SAME PRICE AFTER THE STOCK ON HAND IS GONE. DON'T DELAY—BUY SATURDAY. PHONE OR MAIL ORDERS WILL BE FILLED PROMPTLY. Here are the colors:

Golden yellow	Cream	Lead	Grey
Light buff	Warm drab		Lilac
Buff	Blue grey		Medium shutter green
Light green	Brown		Dark shutter green
Pea green	Russet		Outside and inside white
Pale green	Indian red		Made-in-Canada special, price, quart 33c
Bottle green	Turquoise blue		

OTHER GREAT MADE-IN-CANADA SPECIALS FOR SATURDAYS ARE AS FOLLOWS:

Pure white lead, 25 lbs. for $2.45; per 100 lbs. $9.80
Brushes, made in Canada. Special .. .. 17c, 20c, 22c, 27c, and 34c
Canadian embossed parlor wall paper, half price 7½c
Rich green and cream embossed wall paper, good colorings; designs outlined with gold; 9-inch border, half price, yard, 2c. Wall and ceiling, half price, single roll 7½c
New papers for rooms or halls, 9-inch border, yard, 1½c. Wall and ceiling, single roll 5c

—Fourth Floor—

Reproduction of a portion of the Eaton advertisement which appeared in a Toronto daily paper on February 4, 1916.

tion of the said paint is incorrect and untrue.

Yours truly,
MORRIS PHILLIPS,
686 Bloor street, W.

According to a statement by H. R. Frankland, collector of Inland Revenue, he received on March 2 from the department at Ottawa, an analysis of the paint in question. On March 14, Mr. Frankland supplied Mr. Phillips with a copy of a letter which the former received from Ottawa. The letter reads as follows:

Deputy Minister's Office

Ottawa, March 10, 1916.

Mr. H. R. Frankland,
Collector Inland Revenue,
Toronto, Ontario.

Dear Mr. Frankland:

Re Paint sold by the T. Eaton Co., at Thirty-three Cents per Quart:

The T. Eaton Co. have written to the department, stating that the advertisement which accompanied the sale of their paint at thirty-three cents a quart had been prepared inadvertently.

However, the offence committed by this company does not come within the control of this department.

Section 38 of the Adulteration Act enacts that whenever **Dry White Lead** or **White Lead in Oil** is sold, with a label having the word "pure" or "genuine" printed on it, that the white lead must conform to the standard set in Schedule four of the Adulteration of Foods Act.

Apparently the paint sold by the T. Eaton Co. was labeled as follows: "Durable Mixed Paint, Inside White." This being the case, Section 38 would not apply, and the department has, therefore no power to interfere.

MORRIS PHILLIPS
Hardware Merchant, 686 Bloor St. W., Toronto

You might perhaps explain to Mr. Morris Phillips that his recourse is a civil one against the T. Eaton Co., and possibly also a criminal one, under the Criminal Code, for mis-representation and fraud.

However, he should consult his solicitor.

Yours very truly,
J. U. VINCENT,
Deputy Minister.

Up to this time Mr. Phillips had not received an analysis of the paint, and on March 14 he wrote the department at Ottawa as follows:

Toronto, March 14.

The Deputy Minister of Inland Revenue,
Ottawa, Ont.

Dear Sir:

Referring to the analysis of certain paint purchased by me from the T. Eaton Co., and supplied to your Collector of Inland Revenue here, Mr. Frankland, I would be obliged if you would kindly send me a copy of the analysis, as it appears in your letter to him of the 2nd instant.

I saw Mr. Frankland to-day and he read over the various items alleged to comprise the paint in question, but he thought it would be better for me to get a copy of this analysis direct from you.

Trusting that you will be able to let me have such copy of the analysis at an early date. I am,

Yours truly,
MORRIS PHILLIPS,
628 Bloor street, West.

No reply having been received by March 23, Mr. Phillips, despatched a telegram as follows:

J. U. Vincent,
Deputy Minister Inland Revenue,
Ottawa.

"Have not received reply to my letter March 14, asking for copy of analysis of paint submitted February 7. Please wire immediately reasons for delay."

MORRIS PHILLIPS.

Made-In-Canada Paint, 33c Quart

Guaranteed Paint for Interior or Exterior Use, in 20 Colors, and Inside and Outside White

LAST YEAR ABOUT THIS TIME, THIS OFFERING ATTRACTED SO MUCH ATTENTION and so much paint was sold that we immediately made arrangements to repeat it this season. The pure ingredients contained in this paint —lead, zinc, and dry colors—were purchased before the war had affected the raw material market, and the pure linseed oil was almost 100 per cent. lower than today. **There are four carloads of paint ready for this Made-in-Canada event, but unlike last year, we cannot promise to supply for the whole month at this price, but only as long as the lot lasts.**

If you have inside painting to do now or outside painting to do in the Spring, NOW is the time to buy the paint. It is a smoothly-ground, ready-mixed paint, has great covering capacities, flows easily from the brush, and will not crack, blister, or peel if applied according to directions. Colors:

Dark Shutter Green	Bottle Green.	Indian Red.
Golden Yellow.	Cream.	Turquoise Blue.
Light Buff.	Warm Drab.	Grey. Lilac.
Buff. Straw.	Lead.	Medium Shutter Green.
Light Green.	Blue Grey.	Outside and Inside
Pea Green. Pale Green.	Brown. Russet.	White.

Made-in-Canada. Special price, quart 33c

Pure White Lead, put up in 25 lb. irons, and guaranteed to be of extra high quality. Special, 25-lb. irons $2.45

VARNISHED TILE PAPERS, SINGLE ROLL, HALF-PRICE, 10c.

Papers that can be wiped off occasionally with a damp cloth are best for bathrooms, kitchens, pantries, clothes' closets, etc., and here is the opportunity to obtain the paper at half-price. An offering specially made to start business with a rush on Thursday. These papers are in good tile designs and colorings. Half price, single roll 10c

Reproduction of a portion of the Eaton advertisement which appeared in a Toronto daily paper on February 2, 1916.

A reply was received by Mr. Phillips on March 25. In this letter the assistant deputy minister and secretary has included some advice which was not asked for. The letter read as follows:

Ottawa, 24th March, 1916.
Mr. Morris Phillips,
686 Bloor street west,
Toronto, Ont.

Sir:—

I acknowledge receipt of your communication of the 14th, inst., and wire of yesterday's date, requesting to be furnished with a copy of analysis of the sample of paint which you forwarded as having purchased from the T. Eaton Company, Ltd., Toronto, Ont.

I may say in reply, that as the fee of $5 charged for work of this nature was not paid, the department does not feel justified in furnishing you with the information desired. Moreover, should the object in procuring same be to secure evidence whereby to enter an action against the alleged vendors it would without doubt fail of its purpose, since the legal formalities have not been complied with.

I remain, Sir,
Your obedient servant,
GEO. W. TAYLOR,
Asst. Deputy Minister and Secretary.

The reply to the foregoing was forwarded by Mr. Phillips through his solitor as follows:

Toronto, March 27th, 1916.
The Honourable,
The Minister of Inland Revenue,
Ottawa, Ont.

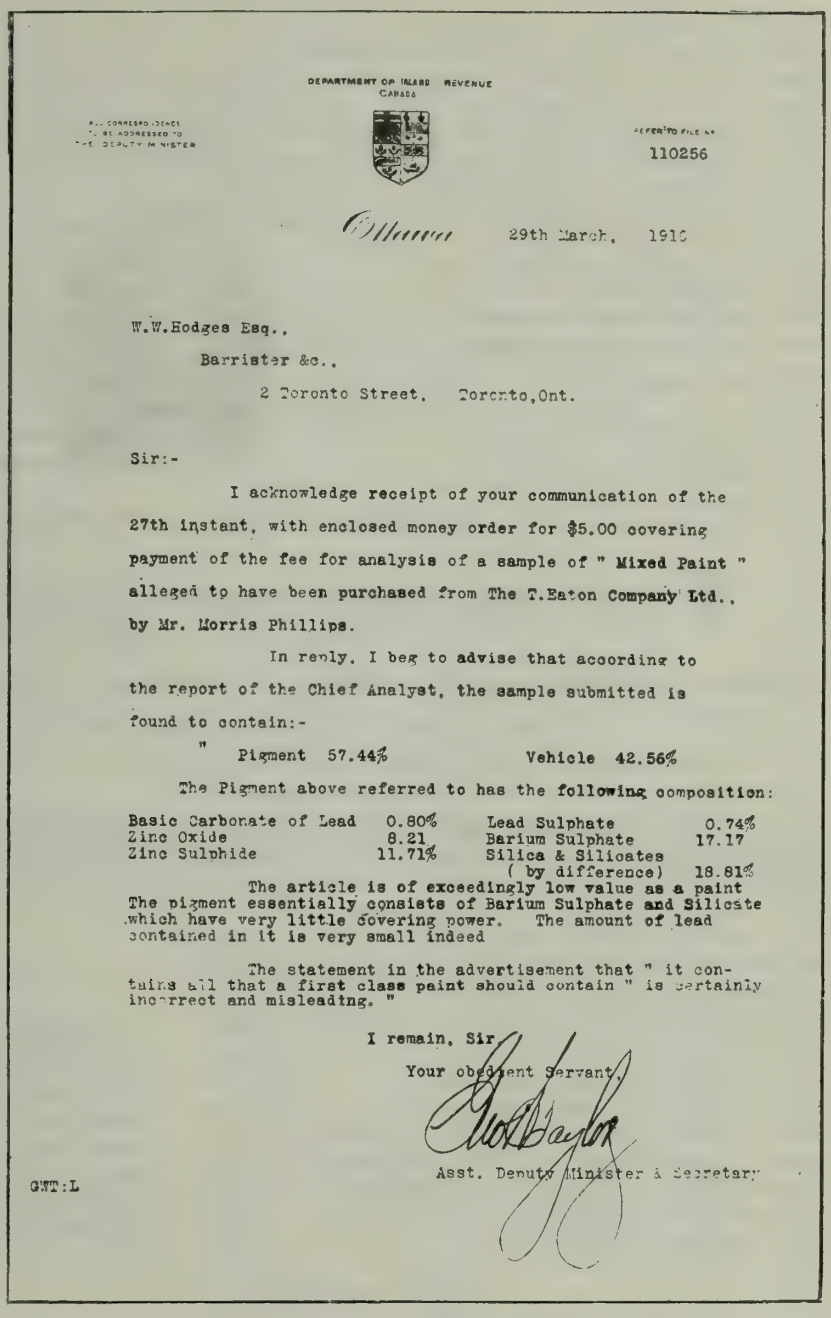
Dear Sir:

Referring to your Mr. Taylor's letter of the 24th inst., addressed to Mr. Phillips, of 686 Bloor street, west, about the analysis of certain paint which was submitted to your department some time ago, and in which letter Mr. Taylor says that the fee of $5 required for the work done in this matter had not been paid. I may say that this is the first intimation we received that a fee of $5 or a fee at all was required to be paid. However, in order to secure a copy of the analysis in question which was contained in a letter from Mr. Vincent to Mr. Frankland, dated the 2nd inst., I herewith enclose a Post Office order for $5—the amount named by Mr. Taylor as the fee for the work in question and will ask you, therefore, to kindly let me have a copy of the analysis as appeared in the Deputy's letter of the 2nd inst., to Mr. Frankland, here, by return mail if convenient.

As to what our object may be in procuring this information, I will not enter into any discussion of that just now.

Yours truly,
W. H. HODGES.

The reply to the foregoing letter, received by Mr. Hodges, and turned over to Mr. Phillips, is as follows:—



DEPARTMENT OF INLAND REVENUE
CANADA

All correspondence to be addressed to the Deputy Minister

Refer to File No. 110256

Ottawa, 29th March, 1916

W.W.Hodges Esq.,
Barrister &c.,
2 Toronto Street, Toronto,Ont.

Sir:-

I acknowledge receipt of your communication of the 27th instant, with enclosed money order for $5.00 covering payment of the fee for analysis of a sample of " Mixed Paint " alleged to have been purchased from The T.Eaton Company Ltd., by Mr. Morris Phillips.

In reply, I beg to advise that according to the report of the Chief Analyst, the sample submitted is found to contain:-

" Pigment 57.44% Vehicle 42.56%

The Pigment above referred to has the following composition:

Basic Carbonate of Lead	0.80%	Lead Sulphate	0.74%
Zinc Oxide	8.21	Barium Sulphate	17.17
Zinc Sulphide	11.71%	Silica & Silicates (by difference)	18.81%

The article is of exceedingly low value as a paint The pigment essentially consists of Barium Sulphate and Silicate which have very little covering power. The amount of lead contained in it is very small indeed

The statement in the advertisement that " it contains all that a first class paint should contain " is certainly incorrect and misleading. "

I remain, Sir,
Your obedient Servant,
Geo. Taylor
Asst. Deputy Minister & Secretary

GWT:L

Above is a reproduction, in reduced size, of the letter received from the Department of Inland Revenue, Canada. Illustration made especially for Hardware and Metal.

W. W. Hodges, Esq.,
Barrister, etc.,
2 Toronto Street, Toronto, Ont.

Sir,—I acknowledge receipt of your communication of the 27th instant, with enclosed money order for $5.00 covering payment of the fee for analysis of a sample of "Mixed Paint" alleged to have been purchased from The T. Eaton Company, Ltd., by Mr. Morris Phillips.

In reply, I beg to advise that, according to the report of the chief analyst, the sample submitted is found to contain:—

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The statement in the advertisement that "it contains all that a first-class paint should contain" is certainly incorrect and misleading.

I remain, sir,
Your obedient servant,
GEO. W. TAYLOR,
Asst. Deputy Minister and Secretary.

FOR ADVERTISERS

In the panel on this page appears Chap. 24, an Act to amend the criminal code, assented to June 12, 1914. Advertisers should always bear in mind the provisions of the Act, which states that it is unlawful to knowingly publish or cause to be published any advertisement, for promoting the sale of an article, containing any false statement or false representation which is likely to or intended to enhance the price or value of such article, or promote the sale thereof, etc., etc. Every merchant should carefully study the provisions of the Act.

Chap. 24—An. Act to amend the Criminal Code.

(Assented to 12th June, 1914)

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. *The Criminal Code, chapter* 146 *of the Revised Statutes,* 1906, *is amended by inserting the following section immediately after section* 406 *thereof:*

"406a. Every person who knowingly publishes or causes to be published any advertisement for either directly or indirectly promoting the sale or disposal of any real or personal movable or immovable property, or any interest therein, containing any false statement or false representation which is of a character likely to or is intended to enhance the priec or value of such property or any interest therein or to promote the sale or disposal thereof shall be liable upon summary conviction to a fine not exceeding two hundred dollars or to six months' imprisonment or to both fine and imprisonment."

Comments on Spring Number

Opinions of Readers Regarding the Annual Spring Number of Hardware and Metal—Extracts From Some of the Letters Received From Many Parts of Canada.

A. & H. WIDEMAN, MARKHAM, ONT.

FOLLOWING are extracts from a number of letters which Hardware and Metal has received regarding the Spring Number, issued on March 18:—

"You have certainly turned out an issue to be proud of. The information contained in the different articles on insurance, glass making and cutting, sale of commercial poisons and ammunition being alone well worth the yearly subscription to "Hardware and Metal." The market reports we find an absolute necessity at the present time owing to the continued change in prices, and in keeping close tab on the many changes we are enabled to take the profits to which we are entitled, irrespective of lower past costs and also escape quoting too low prices on goods not in stock. We certainly appreciate the services rendered by "Hardware and Metal."

Yours truly,
A. & H. WIDEMAN."

* * *

SUMNER COMPANY, MONCTON, N.B.

"We wish to say we consider your Spring Number of "Hardware and Metal" issued on the 18th of March is one of the best yet, and you certainly deserve great credit. "Hardware and Metal" has become a household word with every hardware store in Canada and our staff look forward to receiving it the first of each week. If it does not arrive on schedule time there is great disappointment. We wish you continued success in your efforts.

Yours truly,
SUMNER COMPANY."

* * *

I. W. BENNETT & SON, GANANOQUE, Ont.

"We duly received the Spring Number of Hardware and Metal and upon looking over same we think that this is really the best number that you have yet produced. We get a good deal of satisfaction out of your special editions, and hope that you will long continue this good work. Wishing you every success, we beg to remain,

Yours very truly,
I. W. BENNETT & SON."

THE HOBBS HARDWARE CO., LTD., LONDON.

"We have looked carefully through the annual Spring Number of "Hardware and Metal" and think it the best yet.

Yours very truly,
THE HOBBS HARDWARE CO., LTD.
C. A. Whitwam, vice-president."

* * *

THE FALLIS-FOOTE COMPANY, PORT ARTHUR.

"The first thing that occurred to the writer on looking at the number was the way the jobbers and manufacturers licked up the advertising space, thereby demonstrating clearly their opinion of its value as an advertising medium. From a retailer's point of view would say that it has a great deal of valuable information in it and altogether is a splendid number.

Yours truly,
THE FALLIS-FOOTE CO.
George F. Foote."

* * *

MILLS HARDWARE CO., HAMILTON

"Just a word to let you know I appreciate your 1916 Spring Number. Without a doubt this number surpasses all previous issues, which makes it the best yet.

"From a buyer's standpoint it is most valuable and will be saved. Space will not permit me to mention the many features of this number, but I do want to say that its educational value is worth dollars to the hardwareman who digests it.

Sincerely yours,
MILLS HARDWARE CO., LTD.,
Nelson Mills, Vice-President."

* * *

THE WINDSOR HARDWARE CO., WINDSOR.

"Our copy of the Spring Number of "Hardware and Metal" arrived on the 27th. We were rather disappointed at not getting our copy on the 20th, but after we had gone over it carefully we find we are more than repaid, as both the advertising and the interesting and instructive articles on the many phases of hardware business make it a publi-

cation that is a credit to its editor and is worthy of the most careful attention of every hardware dealer. Wishing you continued success and assuring you of our appreciation, we congratulate you on this successful issue.

Yours respectfully,
THE WINDSOR HARDWARE CO.
W. R. Billing."

* * *

H. OCCOMORE & CO, GUELPH.

"After a careful perusual of the annual Spring Number of "Hardware and Metal" we feel that we should congratulate you on what we think is the best number you have ever turned out. While the general make-up is of a high order, there are some articles that are of especial interest and value to the retail hardwareman. We value "Hardware and Metal" especially just now on account of the information it gives us re price changes. Wishing "Hardware and Metal" every success, we are

Yours very truly,
H. OCCOMORE."

* * *

S. L. ADOLPH, LISTOWEL, ONT.

"I wish to congratulate you on the excellent Spring Number of Hardware and Metal. I have looked it over carefully and I must say it is really a fine edition.

Yours truly,
S. L. ADOLPH."

* * *

R. HADDEN, PICTON, ONT.

"I wish to extend you my congratulations on the excellent Spring Number of "Hardware and Metal" issued March 18. It is full of good things and I think the best number you have ever issued. It is certainly a credit to your firm and Canada.

Yours truly,
R. HADDEN."

* * *

EDITOR, HARDWARE AGE, NEW YORK, N.Y.

"The Annual Spring Number of Hardware and Metal came to my desk this morning, and I cannot let the day pass without offering you my most hearty congratulations on this splendid number. I have been reading Canadian business magazines for many years, and this issue of Hardware and Metal contains more real meat than any issue of any Canadian publication I have ever seen. It is indeed a pleasure to congratulate you and the Canadian hardware trade on this accomplishment.

Cordially yours,
ROY F. SOULE."

* * *

THE NATIONAL RETAIL HARDWARE ASSOCIATION, OFFICE OF SECRETARY, ARGOS, IND.

"I have just gone through your splendid issue of March 18, and it certainly is a master in its line. I compliment you and your country on the push and enterprise that carried it through.

Yours very truly,
M. L. COREY,
Secretary."

* * *

J. H. CROW, WELLAND, ONT.

"I am in receipt of the Spring Number of "Hardware and Metal," which reflects great credit on the publishers. It is of much practical use to the hardware trade.

Yours truly,
J. H.CROW."

* * *

W. F. MACPHERSON, PRESCOTT, ONT.

"Your annual spring number contains so many good things that I feel it due you to record my appreciation of it. I always hang your annual within arm's reach of my desk, and can assure you that I will be obliged to consult this copy many times during the year. Your article "Laws that govern Retail Sales" alone makes this copy invaluable and must clear up many doubts in the retailer's mind. Other articles also rank equal in value and certainly make this one copy fully worth the year's subscription, and must surely meet with universal approval of your many readers.

Yours very truly,
W. F. MACPHERSON.

* * *

LASHBROOK HARDWARE CO., AYR, ONT.

The Spring Number of "Hardware and Metal" just received and in our opinion it is perfect.

Yours respectfully,
R. A. LASHBROOK."

THOMPSON & SUTHERLAND, LIMITED, NEW GLASGOW, N.S.

"Your Paper is always good, and you have certainly excelled yourselves in producing the Annual Spring Number.

Yours truly,
THOMPSON & SUTHERLAND, LIMITED.
F. Sutherland."

* * *

S. B. McCLUNG & CO., TRENTON, ONT.

"The Annual Spring Number of Hardware and Metal to hand. We expected something good, but it surpassed our expectations. We have studied it carefully, from cover to cover, and we are more than pleased with it. It covers the numerous lines of the hardware trade in a very interesting and instructive manner, and the information contained therein is worth much more than the subscription price. We feel that we would not like to run our business without the assistance of Hardware and Metal.

Yours truly,
S. B. McCLUNG & CO."

* * *

THE ROGERS HARDWARE CO., LTD., CHARLOTTETOWN, P.E.I.

"We have received the Annual Spring Number of Hardware and Metal issued on March 18, and we are very much pleased with it. We think it is the best edition of your journal that we ever received, and will profit very much by reading it.

Yours truly,
THE ROGERS HARDWARE CO., LTD.,
Geo. J. Rogers, President."

* * *

ADAMS & VANDUSEN, PICTON, ONT.

"I wish to compliment you on your annual Spring Number. My time now is fully occupied by military duties but I was much pleased to take this number home with me. It contains a large amount of valuable information and in every way is a credit to your firm.

Yours truly,
M. K. ADAMS, Lt.-Col.,
O. C. 155th Overseas Battalion, C.E.F.

* * *

SANDERSON PEARCY & CO., LTD., TORONTO

"We have carefully looked over the annual Spring Number and we find it very interesting and attractive. We really do not see how you could improve on it.

Yours very truly,
SANDERSON PEARCY & CO., LTD.,
Chas. H. Haldenby, vice-president and managing director."

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, APRIL 8, 1916 No. 15

IS IT FAIR COMPETITION?

ELSEWHERE in this issue appears a report of an analysis of a can of paint which was sold at 33 cents retail, by a Toronto department store. The newspaper advertisement which featured the paint stated that the paint contained all that a first-class paint should contain. The announcement naturally created considerable curiosity on the part of retail hardwaremen as to the composition of the paint offered by the department store. Retail hardwaremen in most cases are paying the manufacturers for first-class paint, nearly double the price charged at retail by the department store. Not only were the retailers curious, but they received many complaints from customers who, when asked 60c or 70c per quart for paint, referred to the fact that the department store was offering first-class paint at 33c per quart—a lower price than is usually charged by retail hardwaremen for ordinary barn paint.

Department stores and mail order houses are keen competitors of the smaller retail hardwaremen. Department stores frequently offer leaders, which are often sold at or below cost. It is not uncommon for the department stores to offer nationally known and trade-marked goods at prices as low as the retailer's cost. Competition of this kind is ruinous to the retailer, but the latter, as a rule, does not complain and makes the best of it. It is a different proposition, however, when the department store puts up an article under a private brand and features it as being as good as first-class goods, which term is ordinarily accepted as meaning the best on the market.

ADJUSTMENT OF PRICES

THE predictions of HARDWARE AND METAL during the past few weeks that paint would advance further, has proven correct. In last week's issue it was stated that the advance would go into effect almost immediately. This week's issue contains an announcement of the new and advanced quotations.

Conditions in the paint trade have been very much upset since the beginning of the war. The market for nearly all important ingredients entering into the manufacture of ready-mixed paints have been seriously affected and there have been advances in the cost of some materials which have overshadowed all previous price developments in the history of the trade. Lead has probably been the main factor in causing the last advance in the price of paints. The lead market has had several sensational upward movements since the first of the year.

The advance of lead following other developments has created a position where a reaction does not seem likely, in the near future. When this is considered in relation to the fact that at the last adjustment some months ago it was recognized that the increase made did not meet the actual market conditions then existing, it can be appreciated that the manufacturers are following the natural law of business.

A comparison of market prices prevailing at the outbreak of the war with those being faced in perhaps the best method of illustrating the developments. The following figures are from Montreal wholesale quotations: White lead in oil has advanced from $8.20 per cwt. to $13.80—ton basis. Turpentine has advanced from 67 cents to 77 cents per gal., barrel basis. Linseed oil has advanced from 61 cents and 64 cents to 95 cents and 98 cents per gallon for raw and boiled respectively—barrel basis. Zinc—in oil—quotations are difficult to gauge, but the fact that sheet zinc in casks has advanced from 6¾ cents per pound to 31 cents per pound is significant.

In addition there has been an enormous increase in the cost of certain chemicals and imported colors.

An analysis of these figures will prove that the advances made have been warranted. At the present market as indicated even higher prices for paints might be justified, but, from the standpoint of the manufacturers' returns, there is usually the benefit to be gained from the stocks of raw materials carried and the expert buyer can generally be relied upon to provide a measure of protection for his firm by insight into conditions and foresight as to developments.

While the increases referred to have placed paints on a normal level in relation to cost of materials, it is indicated that this is not yet the case with varnish, and the prospects are that there will shortly be an advance with regard to this product. Higher prices were put into effect some weeks ago in the United States and this fact, together with the cost of turpen-

tine and stains, etc., is forecast to affect the Canadian situation in the near future.

THE RETURNED SOLDIERS

THE time has come for Canada to make good the promises of the hysterical days of the war. Today her sons, some of them, return to seek their strange place in a new scheme of things.

It is more than money that these men work for. It is that understanding that is born of a generous sympathy steeped in a warm imagination that can conceive of the horrors they have been subjected to and that makes large allowance for the shortcomings that they bring with them into civil life. Is it humanly possible for a man who has stood the strain of months of trench warfare to be as other men, his looks of health notwithstanding? He has scraped his dearest friends off his clothes. He has withstood the shock of charges and the tense tumult of counter charge. He has for months lived under every hellish variety of modern death, perhaps he has been gassed, the tissue of his lungs burnt out, his brain scared and certain cells closed forever, and has perhaps gone through that most awful trial that modern artillery can bring to bear on a body of men "the preparation for the infantry attack," a concentrated inferno of noise and gas and blood and death that leaves its poor victims stunned and dazed, irresolute of limb and mind. Can these men be as other men in one year or two or three? Never. Always they will bear in their mind the cicatrice of it, long after kindly memory has enabled them very largely to forget the detail. Their wounds heal. Agony leaves their eyes. They do not return to Canada until sufficient time has elapsed to allow of this much. But their sick minds with its scar of sorrow and pain undreamt of here, that has destroyed their very thought impulses and dried up the very springs of action they bring home to Canada to heal in the blessed quiet of an uneventful life which they must largely slip through unobtrusively, all joy of action, all hope of initiative hopelessly lost to them.

And it is peculiarly the task of those who remain to recognize this fact and give to them in this condition which is often so dull and so elusive in its operation as to defy recognition even by its unhappy victims, a rich forbearance that will remember what they have gone through and that will condone even though it condemns.

They have borne all that alone. Now must they too bear all this alone. As never before in the history of the world are there men who crave the helping hand in word and thought and deed. Deeds are tangible and imply the securing of positions, the gift of goods and money. But more important is the Christ-like tolerance for the man who lacks and the inspiring presence of an enveloping kindliness that the passage of years will not erase and that will forever remain an inspiring vein of pure gold in the metal of our national life.

SITUATION STILL COMPLICATED

LINSEED oil manufacturers and paint men are in very uncertain frame of mind with respect to the factors that will govern the price of the oil in the near future. With the coming of the grass feeding season stock men will almost entirely give up the feeding of linseed oil cake. About May the manufacturers of oil cake each year find the local consumption during the spring and summer months is practically nil. As the oil cake enters largely into the determination of price of the linseed oil, it will be seen that the situation is still further complicated by the custom of giving up the feeding of oil cake to stock during the summer months. Manufacturers, however, will not make any statements as to the probable trend of the market in the future. They are frank in stating that they do not know.

While the oil cake situation may operate to send oil to a higher price, greater importations of flaxseed from the Argentine, may tend on the other hand to send the price of oil downward. With greater quantities of seed there may be a compensating relief from the restricted market for oil cake. At the present time there is an embargo on the shipment of oil cake to the old lands, so that the Canadian crushers must depend entirely on the local market. If this market is shut off through the cessation of feeding oil cake, it can readily be seen that the problem with respect to linseed oil will be a serious one.

In the United States the oil cake situation presents the same difficulties. Sales for this commodity have been reported at abnormally low prices in order to effect the sale. In the United States the season for the consumption of oil cake by stockmen is also drawing to a close.

Some of the Ontario manufacturers assert that they have experienced no difficulty in disposing of their oil cake up to the present time. What the future is likely to hold in store they are not prepared to hazard a guess. They have adopted a policy of watchful waiting, not knowing what the market situation of the near future may develop. There has been some indication that the western linseed oil manufacturers are experiencing a diffculty in disposing of their oil cake. One firm is known to have quoted prices in Ontario that are very near the Ontario prices for oil cake. When it is remembered that freight from the West to points in Ontario is somewhere in the neighborhood of eight dollars a ton it will be seen that some Western manufacturers are very anxious to dispose of their cake at almost any price.

Prices for flaxseed were quoted about four cents lower during the first part of the present week. But the oil cake situation tended to make the price of oil firm at recent quotations, even in the face of this decrease in price.

How to Conduct Auto Accessory Dept.

Stock Should be Proportionate to Local Demand—Some of the Best Selling Lines—How to Reach Car Owners—Value of Co-operation Between Manufacturer, Wholesaler and Retailer.

An authorized interview by Hardware and Metal representative with A. J. H pkins, manager auto accessory department, Canadian Fairbanks-Morse Co., Montreal, Que.

THE object of any dealer in handling any line of goods is undoubtedly to make the largest possible turnover on the smallest possible stock. To accomplish this end, and to properly illustrate the best means by which to accomplish this result in the handling of auto accessory lines in the hardware store, is the purpose of this article.

Two Important Features

To do this, two things are of importance: First, that the dealer stock a good range, but a small quantity of each line, or perhaps a mere catalogue inclusion of it in his stock, so that he will not, by the constant addition of new lines eventually acquire a stock entirely out of proportion to his needs. Second: He should establish a connection with a reliable supply house, so that he may have near at hand a large stock of goods that he can draw on without warning for any article in the accessory line which he may not wish to go to the expense of carrying.

Stock According to Demand

I do not mean that the dealer should restrict himself to a very narrow range of goods, but that he should carry a restricted quantity, and as fast as sales are made the stock can be replaced from the supply house stock. This could be made a "bread and butter line," by including all the essentials of a stock, in quantity proportionate to the local demand, and of which the price is not too high to be included in the stock. The higher-priced articles and a great quantity of the less-called for articles can be sold entirely from the catalogue as long as the supply house connections are adequate.

Spark-plugs, oil and wrenches may be mentioned among the list in this "bread and butter line," that is to be carried. These, and corresponding articles are always in great demand and some of them are used for a number of other purposes than motor use, so that they may be relied upon for a quick turnover. This question of quick service in supplying the lines from the wholesaler becomes a vital factor to the retail dealer. Next in importance as regular lines are such articles as lamp bulbs, batteries, switches, ignition and lighting wire, grease cups, Ford specialties, pumps, jacks, tire accessories and tires.

In some of the more widely used articles the manufacturers in common with many specialty manufacturers, now furnish very attractive display cases that are offered as premiums with purchases of a certain amount. These as every dealer knows, greatly assist sales of articles and the securing of them is made easy by the interested manufacturer and supply house.

Well Advertised Lines Sell

It is always well to buy the widely advertised lines. There is less possibility of price-cutting in any of these lines, for in most cases the selling prices of advertised accessories are fixed either by the jobbers or manufacturers, so that the hardware dealer knows when he buys the goods just how much he can make, and if he deals with a reputable house, he will be sure of reducing price-cutting to a minimum. The dealer, himself, must be the judge as to who will protect him and who will undersell him and must buy his goods accordingly to obviate this old evil. This year the question of price threatens to become a serious one, in view of rapidly advancing prices and great care should be taken in purchasing far enough in advance to ensure prompt delivery as well as sufficient quantities of the desired lines. Wholesale houses are stocking up heavily in anticipation of congestion at the factories, and also to protect their trade against rises in prices, as far as possible. Notwithstanding this it seems probable that there will be times when even wholesalers will be unable to procure delivery and this phase of the situation will require some study to overcome.

How to Reach Car Owner

For a hardware dealer who is just beginning to handle this line, there are several methods by which he may reach the interested car owner. Newspaper advertising, to be effective, must be continuous as the full effect of it can only be well reached after the initial campaign has been launched. In any event, the chief dependence must be placed upon the window, whether with or without the aid of newspaper advertising, and the setting aside of special space in a store with suitable show cases, where goods can be examined without being too crowded, a precaution of first importance. Personal letters to regular customers are of course very useful in the introduction of this line into the stock. Any special wrinkles to aid in dressing the window and to attract the buyers' attention are worthy of consideration.

Subject to Changes

Auto accessories are subject to changes of fashion, more than any line of mechanical supplies. On this account, great caution should be used in buying anything that is not a recognized staple. A great many lines will appeal to the retailer himself because of their great practical value, yet these lines may be found to be very poor sellers, so it is better to follow the trend of public taste, and not cater too much to the changes in fashions that are almost as variable as those in women's hats.

It is better to devote this energy to lines that are already half sold owing to extensive advertising, for their own momentum carries them through and the dealer's part becomes a perfunctory one. It is the popular line that swells and attracts the large volume of trade in accessories.

Tires may be sometimes handled to great advantage but even where trade in them is fairly lively it is inadvisable to carry a large supply in stock on account of the deterioration in rubber as well as heavy interest charges on what is always one of the most expensive parts of the accessory stock. In most cases standard lines can be obtained quickly from the tire jobbers and the rubber companies. Tire accessories of course sell very readily and represent a very much lower value. They includ portable vulcanizers repair outfits, inside patches and reliners, anti-skid chains are good stock directly in line with the hardware business.

Anti-Skid Chains

It is a peculiar fact in connection with the carrying or rather the non-carrying of auto accessories, that dealers who consider it a part of their business to carry articles of builders' hardware in all its various forms and makes will draw the line at carrying that same article in the automobile line. For instance, in the matter of anti-skid chains, a hardware dealer would consider his stock incomplete without the addition of cow chains, dog chains, log chains, etc., but the addition of an anti-skid chain appears to him only too often as revolutionary in character, although the fact

of the matter is there are more anti-skid chains in use than there are of any of the others mentioned.

A Profitable Line

Spark plugs are probably the most profitable of any line and are most in demand, although the individual cost of them is comparatively low. After a few staples the advertised lines are undoubtedly the easiest to sell and this rule is so general in its application that it may be safely applied to the whole line. Care should be taken to select those lines well advertised in trade papers and national magazines.

Initial Stock

A model initial stock would probably include the following lines which are given in the order of their importance: Spark plugs, high grade oil, dry batteries, portable vulcanizers, tire repair material, an assortment of lock-washers, nuts, screws and other small parts, particularly suitable to the automobile service.

There are, of course, a number of specialties for Ford cars along, which move very readily and most jobbers issue special catalogues covering lines of special material.

Manufacturers' Catalogues

Manufacturers for supply houses are beginning to adopt a broad policy in their course with retailers. A recent announcement to this effect reads:—"We propose to send our catalogue to every owner of a car, but in all cases where a dealer is giving us his support in a district, we shall refer orders to him. Our idea in sending these catalogues to individual car owners is for advertising purposes and to assist the dealer in building up a good volume of trade."

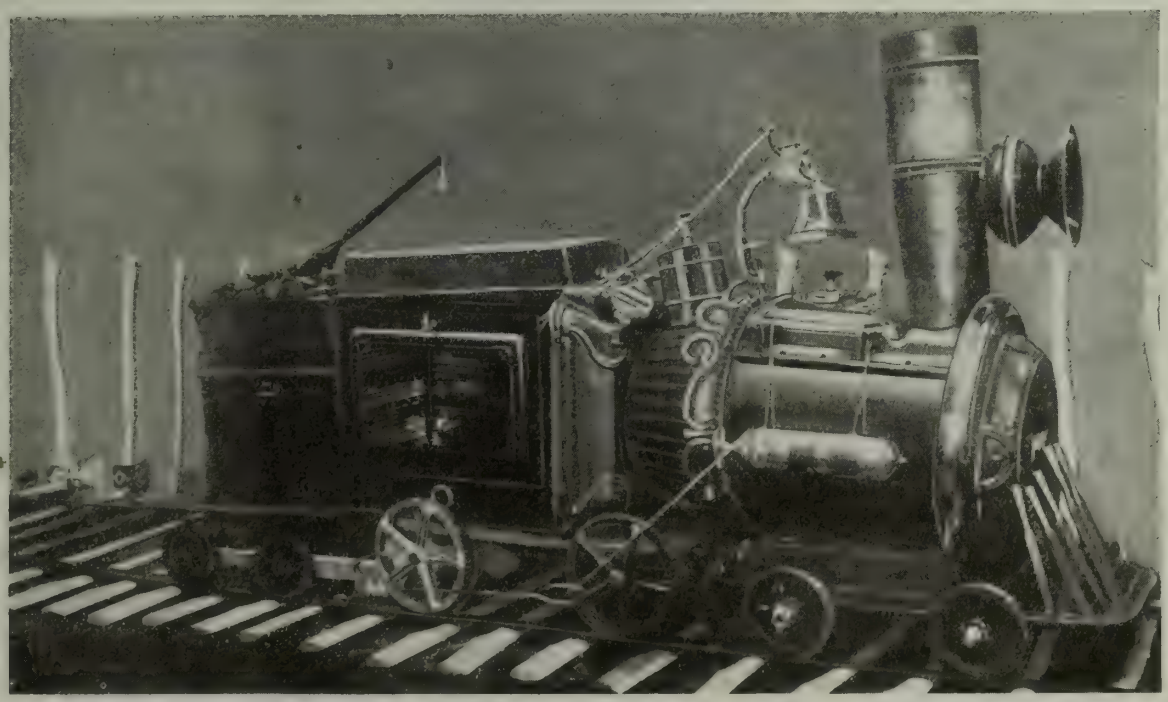
No better evidence of the manufacturers' desire to co-operate with the retailer could be desired than this willingness on their part to spend money to put the customer in touch with their representative, the local hardware dealer.

This method of co-operation particularly as applied to a line of such general use as this becomes a matter of prime importance. It is so important that to attain best results it becomes increasingly necessary for retailers to work together. Manufacturers and jobbers have already become convinced of the necessity of this and in many cases are working together along broad general lines to educate the people to the uses and advantages of their product. At the present moment several of the largest houses in Montreal are indulging in a co-operative plan of advertising, the expenses of which will be borne by all in the expectation that an increased general demand will occur throughout their territory. Possibly the best illustration of this, the manufacturer's genuine desire to co-operate with their retailers and bear the expense of making the sale for him is given in the system of reaching the prospect list with personal letters and follow-up literature. All of these things are done by the manufacturer and supply house in the dealer's name.

Co-operation In Business

Co-operation is becoming a very large factor in all lines of business, and the biggest men in it appreciate more thoroughly all the time that it is better to co-operate towards a harmonious end than to fight for one's own narrow viewpoint. In practically every case where this has occurred conditions have been so much improved that a very much larger increase in business occurs as a result of the cumulative effect of the combined advertising, whether that advertising be the direct offering of the line of goods to the public or the pushing of some idea by some of the members of the trade for the benefit of the whole.

The automobile line is the newest and greatest of all industries, and as such it possibly possesses the greatest vigor and expends its energy in a greater variety of ways, for the benefits of the trade at large. It is for this reason that it offers an unparalleled opportunity to a dealer who takes up the line to be carried along by this ever-increasing current of newly-made trade which will benefit him out of all proportion to his own individual efforts as a result of the combined efforts of so many centred on the one object.



Hardware locomotive arranged by Geo. H. Lemke, for Dunlop & Co., Pembroke, Ont. The ties are represented by axe handles. Barn door track was used for the rails. The boiler is represented by a coal stove. Other articles of hardware used in the construction of the locomotive are lawn mower wheels, cuspidor, raisin seeder, oil stove oven, bread box, bake pan, stove pokers, chisels, team bell, fire extinguisher, stove pipe. The display attracted a great deal of attention. Incidentally, many persons, after looking at the locomotive, were attracted by the displays of hardware in the other windows in the Dunlop store.

EVENTS IN THE TRADE

Business Changes

Carmangay, Alta.—W. P. Tesky, formerly of North Vancouver, B.C., has purchased the hardware business of Sherrin & Co., here.

Obituary

Toronto, Ont.—The death occurred here of Chas. Watkins, hardware merchant.

Toronto Office Opened

Armstrong, Whitworth of Canada, Ltd., Montreal, Que., have opened a sales office in the Dominion Bank Bldg., Toronto, in charge of J. L. Hynes, who is acting as representative for Toronto and district. This has been done with a view of giving individual attention to the business and extending the company's connection.

Honor Roll of Eight

The Saskatoon branch of the J. H. Ashdown Hardware Co., with the enlistment of J. Goble last week, now has an honor roll of eight.

New Paint Plant for Toronto

The Flint Varnish & Color Works, will establish a branch of their plant in Toronto on Perth avenue. The president of the company, W. W. Mountain, was in Toronto last week and completed the purchase of the site for their factory from the Chevrolet Motor Car Company. The site comprises three and one-half acres and the building located on the premises at the present time is 230 feet by 80 feet. This building was formerly occupied by the Dominion Carriage Company. The Canadian company has been capitalized with a capital of $250,000. It is the purpose of the company to erect additional buildings and altogether make the plant one of the most complete factories in the Dominion. An expenditure of approximately $100,000 will be made in buildings and other alterations to the premises. The company will manufacture paints and varnishes for the Canadian trade. It is expected the new plant will be ready for operation in about ninety days' time. The Toronto manager was expected to reach the city on Friday of this week.

Personal

E. E. Lyday, of the May Tag Co., Ltd., manufacturers of hand and power washing machines, Winnipeg, has returned to Winnipeg after an extensive trip through the United States.

J. D. Learment has recently been appointed representative of the Dominion Cartridge Company in the Maritime Provinces. Mr. Learment is well known to the hardware trade in this district as the former representative of the A. & M. Bell Company, of Halifax, and the connection established among the dealers of the lower province should stand him in good stead in his new position. For the present he will make his headquarters in Truro, N.S.

W. H. McConnell Appointed Sales Manager

An announcement has been made by A. Ramsay & Son Co., Montreal, to the effect that H. W. McConnell has been

W. H. McCONNELL
Appointed Sales Manager, A. Ramsay & Son Co., Montreal

appointed sales manager. This position has, until recently, been occupied by A. D. Brown, who is now manager. Mr. McConnell's connection with A. Ramsay & Son Co. extends over twelve years. He was four years in Ontario, three in Montreal, three in Western Canada, while for the past two years he has been engaged in special work, travelling from coast to coast. Mr. McConnell is, therefore, well known to the paint trade.

Two New Travellers

In the reorganization of the sales forces of A. Ramsay & Son, Montreal, two new travellers have been appointed in E. P. Marnell for the eastern townships, and J. R. Lefebvre for the northern district of Quebec province.

J. Pickles Factory Moved

J. Pickles, tent and awning manufacturer, formerly at 312 Hargrave street, Winnipeg, has moved his factory to 157 Portage avenue east, where he will have larger premises and increased facilities. Among the new lines to be manufactured will be a canvas bungalow, folding frame tents, and everything in camp furniture.

Millers Falls Star

Millers Falls Company, Millers Falls, Mass., makers of tools, have issued the first number of Millers Falls Star, a four-page publication, giving a few rays of light on the tool selling question. The Star is for distribution to the hardware trade and will be mailed on request.

Oil Plant at Regina

Progress is being made on the new million-dollar plant of the Imperial Oil Company now under construction at Regina, Sask. One large oil tank, 115 feet in diameter and 35 feet high, is just about completed, and there remains only the roof to put in place. A second large tank, over 90 feet in diameter, is about half completed; two twenty-five feet tanks are well under way, and the foundations are being laid for five additional tanks.

Simpson's at Regina

Regina, Sask.—"Within two weeks the Simpson building will be complete to its minutest detail, and by that time a large tonnage of goods will have been shelved; by the end of April a large stock should be here, and with all help hired, we should be in a position to open up for summer business in June," said one of the officials of the Robert Simpson Company last week.

Another announcement made by the official in question was that A. W. Pool, former city commissioner of Regina, would hold a high position in the executive end of the business in Regina. At the present time Mr. Pool is in Toronto studying the methods of the Robert Simpson Company, and will return here shortly to take up his duties.

Some time next month about thirty heads of departments will arrive from Toronto to take charge of their various sections, and the remainder of the help will be secured here if at all possible.

Factors in Increased Price of Brushes

Difficulty Experienced by Manufacturers in Getting Pigs' Bristles from China and Russia Through Freight Situation—Trouble in Mexico Has Curtailed Export of Fibres Used in Other Brushes.

BRUSHES of all kinds have increased considerably in price during the past two years. A number of forces have been at work to cause the upward trend in the prices. In the first place there has been an increased demand through the large number of brushes used to equip the soldiers in the field. Fibres which entered largely into the manufacture of certain classes of brushes came from Mexico. With the troublesome times in that country it has been difficult to get this raw material.

Then again there are the bristles used largely in the manufacture of paint brushes which have advanced in price. There has been an increase in the price of paint brushes from 10 to 25 per cent. to the retailer and jobber. The bristles used in these brushes are secured principally in China and Russia. The particular kind of hog on which they are found seems to thrive better in those countries. The hog in China and Russia approximates more nearly to the wild species. Bristles which grow on the back of the native hogs of Canada are neither stiff enough or long enough to be of service for the manufacture of paint brushes. In certain parts of the United States there are razor-back hogs whose fur along their upper ridge is suitable for this purpose. For the most part the bristles which are used in Canada come from China and Russia.

Submarines at Work

There has been considerable difficulty in getting the shipments through after they reach England. Even before they reach the old land they have to run the gauntlet of the submarine. Some cargoes of bristles have been sent to the bottom through these agencies, and this has caused a certain scarcity and increased the price to the manufacturer. Then again the higher freight rates and the increased cost of marine insurance have also been determining factors entering into an increased price.

There are four or five large manufacturers of brushes in Canada. These have been kept busy during recent months. An evidence of the trend of the brush industry is to be seen by the establishment recently in Canada of the first factory for the manufacture of brush-making machines. The woods used in the manufacture of these articles are birch, elm and maple. Here again there has been an increase in the price of lumber which has in turn affected the price of brushes.

Except for the factors already named there would seem to be no features on the horizon likely to loom up to cause a further increase in the price of brushes.

One of the other lines usually manufactured by brush makers is the ordinary broom—of sacred memory to all housewives. In this article there has been an increase in price to the retailers varying from 25 per cent. to 50 per cent. War conditions have not been at work in this case, but the elements have. Most of the broom corn consumed in Canada comes from the corn-growing sections of the United States—Illinois, Indiana, Kansas, Nebraska. (A special kind of corn is grown for this purpose.) Owing to the poor growing conditions in those States last year there was a shortage of the crop. This operated to send the price of the raw material upward.

PLANT TO MAKE LAMP GLOBES

The Dominion Glass Company at Redcliffe, Alberta, has recently made an addition to their plant for the manufacture of lamp globes. Fifteen men and boys are now employed in this department of the work and lamp glasses are being turned out at the rate of 2,000 a day. They hope in the near future to increase the output to 3,000 globes per day.

Jubilee Sporting Goods Flyer

Merrick-Anderson Co., Ltd., Winnipeg Man. have issued a spring and summer sporting goods catalogue consisting of 38 pages, attractively illustrated, and featuring a wide range of sporting goods such as are saleable through the hardware trade. Copies will be mailed on request.

Meakins Brushes

Meakins & Sons, Ltd., Hamilton, Ont., have issued a 137-page catalogue and price list of brushes, brooms and woodenware, baskets, mats, etc. The catalogue is attractively illustrated. A number of new lines recently added, are shown for the first time in the catalogue. Copies will be supplied on request.

Lambton County oil fields last year produced 7,505,478 gallons of crude petroleum. This is an increase in production of about 2,000 barrels over the year 1914. Oil has been produced in Lambton county continuously ever since the fall of 1862, over 50 years. With the increased price of crude oil it is expected that production will even increase. There is a great deal of territory in the county that has not yet been tested. The highest price paid for the crude oil in 1915 was $1.68 per barrel, while the lowest was $1.28 a barrel.

H. S. HOWLAND, SONS & CO., LTD., Wholesale Hardware Merchants.

Hardware and Metal, *Attention G. D. Davis, Editor.*

143-153 *University Avenue, Toronto.*

It gives me much pleasure in stating that without exception the annual Spring Number of Hardware and Metal is the brightest and best yet issued.

The lay-out of the advertising pages, the very interesting reading matter, the market reports, etc., make the general lay-out of the number one that the hardware trade of Canada may be proud of; because, it being a member of the hardware family, we are, for that reason justly proud of its continued improvement.

Of course, the success of a trade journal is really not in the number of advertisements it can secure between its covers (although that part is a necessary adjunct to its continuance), but rather to the extent it is read and studied by the trade.

The articles appearing in each issue dealing with stock-keeping, book-keeping, buying, etc., must, if studied properly, be of great value, and particularly so at the present time because of the market conditions. Too much space cannot be devoted to this most vital subject, buying; and personally, any information given your representatives is given, not as an advice to "stock up," but rather to "mark up," and so take advantage of the advancing market on the purchases. There is coming a time when we shall need all the reserve forces that we should be conserving now, and it cannot be too strongly impressed on the retail trade, the fundamental principle, that we are in business to make a success; and this can only be done by adding to the market prices a normal margin of profit.

The writer has been a constant reader of your paper for almost twenty-eight years, and has always been able to extract from its pages much valuable information.

Wishing you continued success, I remain,

Yours very sincerely,

T. B. WILLIAMSON.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

VICTOR AUTO LAMPS

The Victor Auto Parts Co., Cincinnati, Ohio, offers to the trade a number of automobile lamps.

No. 162 Swivel Electric Searchlight

The wind-shield electric spot light No. 180, is designed to be secured to the wind-shield by means of a bracket with a universal joint that allows the beam

No. 141 Swivel Gas Searchlight

of light to be instantly turned in any direction. The swivel joint is of such construction that the friction maintains the position of the light, but with sufficient flexibility that it may be easily moved in any direction by means of a handle at the back of the lamp. The makers claim that by the use of this lamp, side roads and passages may be inspected before turning the car, and serious accidents thus avoided. The lamp is fitted with 21 c.p. nitrogen bulb, and is said to throw 37,500 c. p. light.

No. 180, Wind-shield Electric Spotlight

No. 162 is a swivel electric searchlight for trucks, boats, etc. The diameter of the door is 11 inches. This lamp is supplied in all-black, black and brass, or black and nickel finish.

No. 141 is a swivel gas searchlight, with a 10-inch diameter door. This lamp is finished in all-black, black and brass or black and nickel finish.

A catalogue showing the complete range of lamps will be mailed on request.

MOSSBERG WHEEL PULLER

Frank Mossberg Co., Attleboro, Mass., have recently produced the Mossberg No. 660 wheel puller for Ford cars. It is claimed that the wheels on automobiles have a way of sticking fast to the axle on many occasions, and when fast work is desired a wheel puller is an absolute necessity. The makers of the Mossberg No. 660 wheel puller state that it overcomes several objections to the first designs of this device. It screws on to the hub threads with the very wrench that removes the hub cap and hub nut, and then a "grip clamp" is provided,

Mossberg Wheel Puller for Ford Cars

so that however hard the pull, the threads on the wheel hub cannot be stripped.

An ordinary wrench applied to the square head shaft of the puller thrusts this shaft directly against the end of the axle. Sometimes the wheel gives gracefully, but in many cases it is impossible to start it and the "660" is so made that a few taps of a hammer brings off the most obstinate wheel on a Ford car.

This hammering cannot harm the hub or puller itself, because the shaft bolt is free running in the puller head, being retained by a square nut inside.

A new catalogue featuring this and other tools may be secured by writing to the above-named company.

UTILITY SPRAYER

The Utility Knapsack compressed air sprayer is now offered to the trade by the Albert Lea Sprayer Co., Albert Lea, Minn.

The makers state that the utility is an extra high-pressure sprayer and is

The Utility Sprayer

especially suitable for throwing a fine spray on high trees, in poultry houses and other buildings, and it is equally effective for low vegetation of all kinds. It can be used for whitewash, cold-water paint and all kinds of spraying materials.

The pump which provides the air pressure of this sprayer is made with a cylinder of brass tubing with a ball check in the bottom. The pump can be easily removed by a few twists of the opening cap. This pump is used to secure the necessary air compression, and as the tank is tested at the factory to 95 lb. pressure to the square inch, it is claimed a very powerful spray can be secured without danger from the bursting of the tank.

The nozzle is made of brass with a valve stem made of a special hard brass with a soft-brass ground seat. This nozzle can be operated, it is claimed, at any distance from the user by merely adding a longer piece of ¼ in. gas pipe and a piece of wire. The valve contains a strainer which prevents clogging.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Market values of commodities sold and used by the hardware, plumbing and heating trades have never, within the memory of the oldest men in the trade, been of more interest than in the present period of constantly changing prices. Fluctuations on some lines are occurring almost daily. Reliable quotations on some lines are hard to obtain, while on others prices are withdrawn and are only quoted upon application and for immediate acceptance.

Although it is generally admitted that a reaction must come sooner or later, quotations on hardware and paint lines continue to soar. This week's market reports are in many respects a repetition of the reports of each week for many months past. There is the usual heavy weekly budget of price changes to report. Added to this there are complaints of shortages on many lines, with little or no relief in sight for at least some months to come. Under the present unprecedented conditions it would seem advisable for the retailer to "mark up" his goods, rather than to "stock up" too heavily.

Business continues in remarkably good volume from country districts, and city trade is showing steady improvement. There is a scarcity of help and in some of the larger firms the executive officers are now assisting in some of the work previously done by men who have enlisted. Advances in price have been recorded this week on wrought iron, black and galvanized pipe, bolts and nuts, Norway iron, reeled machinery steel, lead sheets, crow bars, copper rivets, machine screws, wrenches, cotton rope, sash cord, clay and rock picks, tinned wire, kraft paper, light brass hardware, snow shovels, screen doors, 22 calibre cartridges, some lines of rules and levels, scythes, harvest tools, hay knives, grass hooks, ready-mixed paints. Prices for binder twine have at the time of writing not been definitely announced, but it is understood that they will range from 1¼ to 2c per pound higher than last season's price. There have been no changes in the general tendencies and influences which have ruled in the market for iron and steel for many weeks past. Ingot metals are firm and stocks locally are light. All new prices, and predictions of further changes, are given in the market reports which follow.

MONTREAL

MONTREAL, April 6.—Conditions in the hardware situation are much as at last report, but it cannot be said that the evidence of steadying influences then referred to has been emphasised. Not only have there been further advances for certain lines of manufactured iron and steel, but in the more highly manufactured hardware readjustments to higher levels, as the result of the continued rising cost of raw materials, are still much in evidence. Dealers in metal products report that the shortage of stocks continues to become more and more apparent in relation to prospects for early deliveries from the mills, and that they can see nothing but continued advances until the situation rights itself. When that will be no one cares to predict, although it is unanimously admitted that a reaction must come sooner or later. Under such uncertain conditions—conditions as uncertain as the length of the war itself—little definite advice can be offered except to repeat a word of caution to the average dealer based upon the relationship of the present abnormally high prices and prospective consumption in his own territory.

Business continues in remarkably good volume from the country districts, where there appears to be a very good consumption of general staple lines required by the farmer. Under the influence of this outside demand, March made a showing which is a marked improvement over the same month a year ago and generally regarded as being up to normal. Even in the city there has been some improvement recently noted, although it has been confined to seasonable lines such as supplies and appliances for the spring clean-up campaign. Manufacturers of utensils report fair business with collections generally satisfactory.

The metals during the week have been comparatively steady and in the local market there are no changes of quotations to record. Tin is attracting attention on account of a recent upward movement in New York but thus far this has not had any influence in London and has therefore not been reflected in Canada; lead and copper are both firm.

Advances this week have been recorded on: Norway iron, reeled machinery steel, wrought iron pipe, certain gauges of lead sheets, nuts and bolts, crowbars, copper rivets machine screws, Stillson wrenches, cotton rope, sash cord, clay and rock picks and pick mattocks, oakum, tinned wire, files, Kraft paper, light brass hardware, snowshovels and scrap brass.

Advances are being predicted on: tin plates, boiler tubes, bright wire and hay wire, harvest tools, store trucks, and chain.

Tin in Uncertain.—Although the general basis of the tin market locally has held without change on the quotations of a week ago, there have been outside indications first of weakness and later of strength. Last news from New York was to the effect that there has been a rapid and sensational advance on the spot figure. However, as New York is not a direct influence in Montreal there was no immediate effect, although there was considerable speculation as to whether this was a purely American development, or whether there were influences at work which might be expected to affect London later. Montreal quotation: 52½-53c—unsteady.

Copper Firmer Again.—There is still no change in the local quotation for copper which represents the top of the upward movement of some weeks ago. However, where there was a slightly weaker feeling a week ago there is now a stronger tendency; the situation is much as when the advance movement stopped. New York reports that recent heavy buying has placed the producers in an independent position again with higher prices being asked on offers made. Reports that purchases have been made by the French government and that Great Britain is also coming into the market have been influences. Montreal quotations: 32-32½c—firmer.

Lead Continues Strong.—The position of lead continues very strong and the indications are for an advance rather than otherwise. A feature of the week has been the action of the American Trust

in making an increase of half a cent on prices quoted. However, as this has not resulted in any change on the outside market the Canadian situation is not directly affected. In New York the outside price is still nearly half a cent above the Trust quotation and the situation is very unsettled, owing to the fact that the advance of the big interest came as a distinct shock to the market, as it followed an announcement made a few days ago in which the Trust—in a declaration for policy—intimated that it would stand for moderate prices, in order not to interfere with the usual domestic consumption. Montreal quotation: 10¾-11c—tendency strong.

Spelter is Steady — On the slightly easier quotations for spelter given last week, the market has maintained strength and there has been some firming up of the outside influences with fractional advances in New York. In the States there has recently been free buying accompanying the purchases of copper. Montreal quotation: 22½-23c—steady.

Solder Continues Steady.—With generally unchanged but firm prices prevailing in the markets for raw materials there has been continued firmness in the solder situation, with a considerable breadth to the range of quotations. Difference in the proportions of metals used in solders for different purposes and sold at varying prices makes it difficult to give quotations. The following may be considered as nominal for Montreal: Commercial half-and-half 30½-31c; Strictly half-and-half 32½-33c.

Other Metals.—There are no changes in the local quotation for aluminum, antimony and sheet zinc. Antimony is quoted a half to one cent cheaper in New York, which would indicate an easier tendency to the local price of 48 cents; aluminum shows no new tendencies and is quoted nominally 68 cents; sheet zinc is steady at 31 cents for casks. and half a cent higher for part casks.

Iron and Steel Situation.—There can be said to be no change in the general tendencies and influences which have ruled in the market for manufactured iron and steel for many weeks. Manufacturers continue in the position of showing little or no interest in new busiess and the quotations for deliveries from stock continue to go to higher levels. When the top will be reached no one knows. Hardware and Metal can only repeat that the prices for goods delivered from stock will continue to advance so long as the mills are not in a position to make deliveries, but at the same time buyers should use a measure of caution in view of the already abnormally high prices prevailing. When the reaction in price will commence no one can venture to say, but opinion agrees that come it must sooner or later. This week there are still higher prices for pipe, Norway iron. machinery steel, chain, etc., with predictions of advances for boiler tubes, wire, bar iron and steel and some other lines.

Norway Iron.—There has been another advance made on the price for Norway iron. The quotation now given is $6.50 as compared with $6.25 which has recently prevailed.

Machinery Steel. — Another increase in the price of reeled machinery steel has resulted from the rising steel market. New quotations are $4.25 to $4.50 as compared with $4.00 recently prevailing.

Pipe Up Again.—Wrought iron pipe continues as one of the regular performers in the price changing performance. Still another advance is going into effect this week. The new Montreal and Eastern basis for the buttweld will be as follows:

Size.	Black	Galv.
¼ in. and ⅜ in.	$ 2 94	$ 5 25
½ in.	3 74	5 82
¾ in.	4 49	7 30
1 in.	6 63	10 80
1¼ in.	8 97	14 61
1½ in.	10 73	17 46
2 in.	14 43	23 50
2½ in.	22 82	37 15
3 in.	29 84	48 58
3½ in.	35 88	58 42
4 in.	42 51	69 22

Advances for tapweld about same proportion.

NEW DISCOUNTS ON BOLTS AND NUTS

Applying to Standard Lists.
Cancelling Previous Discount Sheets.

	%
Carriage Bolts ($1.00 list), ⅜ in. dia. and smaller	47½
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger	32½
Machine Bolts, ⅜ in. dia. and smaller	47½
Machine Bolts. 7-16 in. dia. and larger	37½
Sleigh Shoe Bolts, ⅜ in. dia. and smaller	37½
Sleigh Shoe Bolts, 7-16 in. dia. and larger	32½
Coach and Lag Screws	55
Skein Bolts	50
Square Head Blank Bolts	37½
Bolt Ends	37½
Plow Bolts	37½
Elevator Bolts	37½
Fancy Head Bolts	30
Shaft Bolts ($3.00 list)	30
Step Bolts, large head ($3.00 list)	30
Whiffletree Bolts	30
Nuts, square	$2.50 off list
Nuts, hexagon	$2.50 off list

Terms: 2 per cent. off 30 days from date of shipment.

F.o.b. Montreal, Toronto, London, Hamilton.

Lead Sheets Adjusted.—A further adjustment in the quotations for lead sheets has recently been made, as the result of which 3½ pound sheets are now $12.25 per square foot, and 4 to 6 pounds are now $12.00; in the case of the former there is an advance of 45 cents and in the case of the latter a reduction of 25 cents on last prices.

Tin Plate Very Strong.—Despite the advances which have recently been made for tin plate, the indications from the present situation in the United States is that there is to be an acute shortage of supplies in the near future; some of the mills are closing down on account of the shortage of steel. The outlook, therefore, is for still higher quotations in Canada.

Boiler Tubes Strong.—On account of the further increase in the prices for wrought iron pipe, going into effect this week, an advance on boiler tubes may be expected in the near future.

Lead Pipe Strong.—With the continued strength of the lead situation, lead pipe is even firmer than at last report and further advances may be made. The quotation is $13.50 for lead pipe with $14.50 for lead waste pipe.

Situation in Sheets.—There has been no change in the situation in sheets since last report, but there are continued indications of a shortage of certain sizes and on both black and galvanized higher prices are to be looked for. The exhaustion of stocks continues with little improvement as to deliveries.

In Hardware Lines. — It cannot be said that the tendency towards quieter conditions in the general hardware lines in relation to prices has been continued. changes in volume are about as at last report but are not so heavy as some weeks ago and there still appears to be evidence that while the present conditions continue constant readjustment of the highly manufactured products of the different metals may be expected.

New Discounts for Nuts and Bolts.—Still a further advance on nuts and bolts is covered by a new list of discounts issued this week by the mills. The change is about 5 per cent. in the allowances made to the trade. Discounts as announced in a panel on this page.

In the Montreal trade there is an additional allowance of 5 per cent. on carriage, machine, and sleigh shoe bolts and coach and lag screws.

Crowbars are Higher. — The rising markets for raw materials are responsible for a further advance on the quotation for crowbars. Prices to the trade are now 4 to 4½ cents as compared with 3¼ to 3½ cents.

Copper Rivets Again.—In the march of prices copper rivets have been with the most consistent of the performers. Again there is an increase this week. The rivets, with or without usual proportion of burrs, are now 30 per cent. add list and burrs are add 50 per cent.; former additions were 15 per cent. and 30 per cent. respectively. Before theere were discounts off list of 35 and 12½ per sent. and 30 per cent. respectively.

Machine Screws Higher.—In addition to the advance on wood screws referred to last week, there has been an increase on machine screws. The discount on round and at head iron has been reduced to 27½ per cent. and on the fillisted head to 10 per cent.; for the brass the net list prevails for the round, flatt and fillister heads.

Wrenches Up Again.—There has been still another advance on Stillson wrenches. The discount on the wrenches has been brought down to 67½ per cent and on parts the allowance is the same.

Cotton Rope Advances.—Another advance on one cent has been announced on cotton rope. The quotations now are: coton rope 3-16 inch 27 cents; ¼ inch and larger 26 cents.

Sash Cord Up.—With the advance on cotton rope there has been an increase

on sash cord, new prices being as follows: Number 6, 33½ cents; Number 7, 32½ cents and Numbers 8, 9, 10 and 12—32 cents.

Picks Are Higher.—New prices have gone into effect this week for clay and rock picks but there appears to be some spread in the quotations as between different wholesalers. About the following range is indicated:

	Rock		Clay	
5 to 6 lbs. ..	5 50		5 00	5 30
6 to 7 lbs. ..	5 75	6 25	5 25	5 65
7 to 8 lbs ..	6 00	6 55	5 50	5 95
8 lbs.	6 50	6 75	6 00	6 10
9 lbs.	7 00		6 50	

Oakum Up Again.—Following the advance on U. S. Navy oakum, announced last week, there has been another half cent increase, the present quotation being 10½ cents. At the same time there has been an increase of 1 cent on plumbers (spun) from 6 cents to 7 cents.

Babbit Metal.—Quotations for Langwell's babbitt metal have been advanced to the following basis: Extra 15 cents; No. 1 14 cents: No. 2 12½ cents; No. 3, 11½ cents.

Wire to go Higher. — A forecast is made on information from an authoritative source that there will shortly be higher prices for bright steel wire, including hay wire.

Harvest Tools on Advance. — It is learned in the trade that there are definite indications of an early advance on harvest tols. This would appear to be a natural course in view of the higher cost for raw materials required for the manufacture of these lines.

Advance on Tinned Wire. — Further advances on tinned wire have resulted in a general readjustment. On the sizes from 8 to 16 gauge the advance is comparatively trifling, but from 19 to 27 gauge there are increases of about 20 per cent.

Pick Mattocks.—In the readjustment of prices affecting picks, pick mattocks have also been advanced. The new price is given at $5.50.

Files are Higher.—General advances on files are being made. The discount on Globe is now 65 and 10 per cent. for both files and rasps; (rasps formerly enjoyed an extra 5 per cent.) On Black Diamond the new discount is 60 per cent. Other brands will be similarly affected in the readjustments.

Kraft Paper Up Again. — There has been an important advance made on Kraft paper, the price being increased to 8 cents per pound as compared with 6 cents formerly.

Butterfield Goods. — In the readjustment of prices on Butterfield goods to which reference has been made, one of the important changes affects pipe stocks and dies which are now 70 and 10 per cent.

Brass Goods. — On such brass hardware as door pulls, buttons, hooks, etc., there has recently been a further advance of about 10 per cent. This is one of several increases made in the price of these goods.

Trucks More Expensive.—Dealers announce that they have received advice of an important advance on the price of store trucks. As yet adjustments have not been made in the trade.

Chain is Strong.—There have recently been further advances on chain by the manufacturers. Higher prices to the trade may be looked for, but as yet dealers do not appear to have made a general readjustment.

Snowshovels.—Following the general advance on shovels there has been an increase also on steel snow shovels. These shovels are sold net list and the increase thereon is about 10 per cent.

Old Materials.—On the list of old materials there are changes this week affecting brass. The offer for heavy brass has advanced from 15½ cents to 16 cents and for the light from 11¼ to 11¾ cents.

TORONTO

TORONTO, Ont., April 5.—The bright seasonable weather has stimulated trade, and has been much welcomed by retailers. Jobbers also report an increased volume of business and with a better movement in summer lines. Navigation on the lakes is practically open, which will help to relieve the freight congestion, which is causing considerable delay to shipments and inconvenience to merchants. An index in trade, particularly during the last six or seven months, is furnished by the Customs returns for the port of Toronto. The figures for the fiscal year, which ended March 31, show an increase of almost two million dollars over the greatest previous year in the history of the port. The principal increases have been made since last September, while March showed the largest increase of any month. Manufacturers are becoming much concerned over the shortage of labor, which is gradually becoming more serious and threatens to restrict production. Manufacturers are also experiencing serious difficulty in obtaining supplies of raw materials in sufficient quantities, with the result that a scarcity in many lines of hardware is feared.

NEW PRICES ON WROUGHT

In effect April 3, 1916.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 50
¼ and ⅜ in.	3 00	5 31
½ in.	3 83	5 91
¾ in.	4 60	7 42
1 in.	6 80	10 97
1¼ in.	9 20	14 84
1½ in.	11 00	17 74
2 in.	14 80	23 87
2½ in.	23 40	37 73
3 in.	30 60	49 34
3½ in.	36 80	59 34
4 in.	43 60	70 31
Lapweld		
2 in.	16 28	25 35
2½ in.	23 99	38 32
3 in.	31 37	50 11
3½ in.	37 72	60 26
4 in.	44 69	71 40
4½ in.	54 61	87 00
5 in.	63 64	101 40
6 in.	82 56	131 50
7 in.	114 20	174 90
8 in.x25 lbs. per ft.	120 00	183 80
8 in.x25 lbs. per ft.	138 20	211 70
9 in.	165 60	253 60
10 in.x32 lbs.per ft	153 60	235 20
10 in.x40 lbs.per ft	197 80	302 80

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 50
¼ in. and ⅜ in.	2 94	5 25
½ in.	3 74	5 82
¾ in.	4 49	7 30
1 in.	6 63	10 80
1¼ in.	8 97	14 61
1½ in.	10 73	17 46
2 in.	14 43	23 50
2½ in.	22 82	37 15
3 in.	29 84	48 58
3½ in.	35 88	58 42
4 in.	42 51	69 22
Lapweld		
2 in.	15 91	24 38
2½ in.	23 40	27 73
3 in	30 60	49 34
3½ in.	36 80	59 34
4 in.	43 60	70 31
4½ in.	53 34	85 73
5 in.	62 16	99 96
6 in.	80 64	129 60
7 in.	111 90	172 60
8 in.x25 lbs. per ft	117 50	181 30
8 in x28 lbs. per ft	135 40	208 80
9 in.	162 20	250 10
10 in.x32 lbs.per ft	150 40	222 00
10 in.x40 lbs.per ft	193 60	298 70

Montreal and Eastern List.

More Price Changes.—The upward tendency in prices continues, and a number of important changes have been made this week. The possibility of any recession in prices appear at the present time to be remote. Prices of all raw materials are still advancing, and most manufacturers having used up their stock of cheaper materials, have now to pay higher prices. This in turn increases prices of finished products, and the tendency will be for the prices to keep at a high level until the higher-priced raw materials have been used up. A drop in the prices of raw materials thus would not necessarily be followed by an immediate decline in price of hardware. Indications thus point to a continuation of high prices for some time to come.

The principal lines affected this week include wrought iron pipe, harvest tools, bolts and rivets, rim fire cartridges, including .22 short and long, black and smokeless, scythes and hay knives, copper rivets and burrs, sash cord, cotton rope, screen doors and windows, saddlery, hardware, files, oakum, grass hooks, harvest tools. Higher prices on a number of lines may be looked for in the near future. It would not be a surprise to see another advance in cut nails, while wire nails may also advance again. Reports from the States intimate an advance in cut nails there, which may be followed by a similar movement in this market. A further advance in bright wire goods is also anticipated, while stove and tire bolts may also advance again. The ready roofing situation shows no improvement, and higher prices are looked for any time.

Iron and Steel Situation.—The market continues strong, and prices are still moving upward. The opinion is held in some circles that the high point for prices has probably been reached, or nearly so, but at the same time a recession in quotations is not expected for a long time to come. The fact that the steel mills have all the business they can take care of this year will have a tendency to steady the market and prevent any marked decline. The steel companies are making strenuous efforts to develop their export business, and considerable success in this direction is an-

ticipated. The mills continue to be actively engaged in the production of steel for shells, the demand still being very insistent. The export business is developing, and there has recently been a noticeable improvement in the domestic demand.

Metal Markets.—The most interesting feature to note in the metal markets this week is another advance in lead, otherwise prices are at about the same level as last week. The copper market is stronger, due to a large buying movement, which may result in higher prices. Tin is also strong, and may possibly advance. The lead market is strong and higher after a period of comparative dullness. The spelter market is more active, and the outlook has improved. The antimony and aluminum markets are strong, with nominal quotations. Solders are unchanged, but very firm, and higher prices are very probable.

Copper Strong.—An active demand for copper has developed into strong buying movement, and there is every possibility of higher prices. The consumption of copper in Europe is said to be far in advance of the present shipping facilities, and an urgent need exists for this metal. There is also an abnormal demand for spot copper in the States, but very little is available. The local market is strong and quotations are unchanged and nominal at 30½c per pound.

Tin Firm.—The market is easier in London, but firm and unchanged at New York. The outstanding features in the tin situation continue to the heavy consumption and difficulty of getting supplies. The New York market is still being affected by the delay attending the granting of licenses permitting exports of metal from England. The situation is rather tight, and higher prices may be looked for. Quotations are unchanged and nominal at 53c per pound.

Spelter Firmer.—The market is more active and firmer. It is possible that the buying movement, which has already started in copper, may extend to spelter, as both metals are used together at the brass mills. Production has been greatly increased, and is doubtful if prices can go much higher unless some extraordinary demand develops. The market is firm at 22c per pound.

Lead Higher.—The "Trust" has again advanced the price of lead, and is quoting 7.50c New York. The outside market is higher still, the price ranging from 7.87c to 8.12c. The market is very strong, and the demand continues heavy with a scarcity of spot metal. Lead has advanced ½c, and is now quoted at 11c per pound.

Antimony.—The market is strong, and the demand is heavy, but supplies are scarce. Quotations are nominal and unchanged at 48c per pound.

Aluminum.—The situation is unchanged and the market is strong at 68c per pound.

Solders.—Prices are very firm, and an advance is not unlikely owing to the continued strength in the tin and lead markets. Guaranteed is quoted at 31½c and strictly at 29c per pound.

Galvanized Sheets Firm.—There is no change in the general situation; the market is very firm, and higher prices are very likely. The uncertainties of the spelter market and high prices are not attractive to the galvanizers, who are also confronted with increasing prices on black sheets. The demand for black sheets in the primary market is on the increase, and many mills are well sold ahead; in some cases orders now on the books run well into the fourth quarter. prices of black sheets are very firm and unchanged, and the market is strong.

Cold Rolled Shafting.—Another advance has been made in cold rolled shafting, which is now quoted at list plus 20 per cent. f.o.b. warehouse.

Electric Welded Chain Up.—Makers of electric welded chain have again raised their prices, which are now as follows:—B.B. coil chain, 3-16 in., $11.70; ¼ in., $8.40; 5-16 in., $7.40; ⅜ in., 7-16 in., ½ in., ⅝ in., and ¾ in. are all quoted at $6.35 per 100 pounds. All prices are nominal owing to the unsettled conditions in the market, due to the steady increase in cost of raw materials.

Wrought Iron Pipe Up Again.—Makers of wrought iron pipe have announced another advance in prices, due to the conditions in the raw material market. Prices in the States recently advanced, so a change in this market was looked for. The advance is two points on all sizes of black pipe and six points on ¼ in. and ⅜ in. galvanized, but only three points on all the other sizes of galvanized pipe. The new prices are given in the panel on page 45.

Bolts and Nuts Advance.—Makers of bolts and nuts have made another advance of approximately 10 per cent. Prices of these goods have been rising steadily for some months, and there is no sign when the top will be reached. The new discounts are given in the panel on page 44.

Brushes Advance.—The brush situation in all lines shows no improvement and the difficulty of obtaining raw materials, principally bristle, is causing much anxiety to manufacturers. Not only is there a serious shortage of bristle, but freight rates are abnormally high, and the shortage of tonnage is also affecting the situation. Weighted brushes have advanced 5 per cent. on account of the increase in cost of fibre and metal. The high price of fibre and broom corn has affected practically all lines of household brushes, which have advanced 5 per cent. Brush manufacturers will not make any long-term contracts owing to the uncertain outlook. The shortage of fine grades of bristle, particularly camel hair, has become acute. Weighted brushes are now quoted as follows:—15 lbs., $15.36; 20 lbs., $17.62, and 25 lbs., $21.26 per dozen.

Harvest Tools Higher.—Harvest tools have advanced about 5 per cent., the new discounts being 40 and 5 per cent. on "Samson" tools and 40-5- per cent. on other makers' lines.

Grass Hooks Up.—Prices on grass hooks have advanced 40c a dozen on Canadian and 60c on English hooks. Canadian No. 2 are now $2; No. 3, $2.10; No. 4, $2.20, and No. 5, $2.40 per dozen.

Scythes Advance.—Makers of scythes and hay knives have advanced their prices 50c per dozen.

Copper Rivets, New Discount.—A new price has been made on copper rivets and burrs. Copper rivets, with the usual proportion of burrs, are now list plus 30 per cent., and burrs only list plus 50 per cent.

Screen Doors and Windows Up.—Prices of screen doors and windows have advanced 5 per cent., making an advance of 10 per cent. since the first of the year.

Saddlery Hardware Advance.—Makers of saddlery hardware, including bits, snaps, etc., have advised jobbers of an advance, which will go into effect immediately.

Sash Cord Higher.—New prices on sash cord have been issued, and are as follows:—No. 6, 33½c; No. 7, 32½c, and No. 8 and up 32c per pound.

Cotton Rope Advance.—Cotton rope has advanced 2c per pound, and the following new prices are now in effect:—⅛ in., 31½c; 5-32 in., 30½c; 3-16 in., 28c, and ¼ in. and larger, 27c per pound.

Rim Fire Cartridges.—Makers of rim fire cartridges have advised the jobbers of the following advances: Lesmok and black powder, .22 short, .22 short hollow point, .22 long, and .22 long hollow point, discount is now 30 per cent. Smokeless .22 short and .22 short hollow point, discount is now 40 per cent. Smokeless .22 long and .22 long hollow point, discount is now 30 per cent.

Woodenware Situation.—It is expected that manufacturers of wooden ware will be forced to advance their prices. Lumber and all other raw materials, such as tin, zinc and copper wire, are going up, and the situation generally is uncertain. Business is good in many lines, but buying has been hand-to-mouth. Consumers now, however, are more inclined to buy ahead, and lay in stocks in anticipation of a shortage.

Oakum Advances.—All lines of oakum have taken an advance, ranging from ½c to 1¼c per pound, according to grade. The following are the new prices:—Best, American, 17¼c; U. S. Navy, American, 16½c; new hemp, English, 12½c; U. S. Navy, English, 10½c, and plumbers, 7c per pound. The market is very strong, both here and in the States, while English oakums are becoming more difficult to obtain.

Wire Nails.—The market continues very strong and higher prices on wire nails are looked for. There is a great scarcity of wire rods, and deliveries are getting further behind. Wire nails are unchanged at $3.40 per keg base.

Cut Nails.—Cut nails are now being quoted at $3.20 per keg base, but all indications point to higher prices in the near future.

Kitchen Utensils.—The market is very firm at the sharp advance announced last week. The demand continues good for most lines of ware. Jobbers are beginning to ship summer lines in good volume, the seasonable weather having stimulated business.

Stoves.—There is quite a brisk demand for gas ranges and oil stoves; coal

ranges are also moving out in good volume.

Advances Expected.—In addition to the lines already mentioned, the condition in the market is such that other advances may be expected. Among the lines most likely to be affected are bright wire goods, stove bolts and tire bolts.

Files Advance.—A change in discounts has been made by makers of the following brands of files: Great Western, Kearney & Foot, J. Barton Smith, Eagle, McClellan, Globe and Globe. The new discount is 63 and 10 per cent., whereas the old discount was 72½ per cent.

Ready Roofing.—There is no improvement in the situation to report, and higher prices are expected any time. Conditions in the rag market are acute, and there is no relief in sight. Many lines of building papers will be affected.

Binder Twine.—The new prices for binder twine have been delayed owing to the unsettled conditions in the market. It is hoped, however, that the new schedule will be available for publication next week.

LONDON

LONDON, Ont. April 6.—The spring-like weather of the past week has stimulated the demand for spring hardware lines. The outlook is exceedingly bright and all retailers are decidedly optimistic regarding prospects for business during the next three months.

There have been many price changes this week as usual.

Price Changes.—Hay knives have advanced 50c per dozen. Harvest tools have also advanced and the new discount is 40-5—5 per cent. Scythes have advanced 50c dozen. Some lines of rules and levels have advanced 10 per cent. A new price has been issued on one line of ammunition in the 22 cal. size.

Bolts have advanced 10 per cent. and the new discounts are shown elsewhere in this issue.

Iron pipe has also advanced and the new prices are shown in a panel elsewhere in this issue.

Padlocks have advanced 20 per cent.

Spades and shovels have advanced 10 per cent and new discounts are shown in current quotations. Net prices are now as follows:—1st, $10 doz.; 2 nds, $9.58 per doz.; 4ths, $8.30 doz.; hollow back socket, $7.33 doz.

Sash cord has advanced 1 cent per pound and is now quoted as follows:—No. 6. 33½c lb.; No. 7, 32½c lb.; No's. 8, 9,-10, 12, 32c lb.

Paint Higher. — Ready mixed paints have advanced 20 cents per gallon and are now generally quoted at $2.50 per gallon in quart cans.

Screen Doors Higher. — Screen doors and windows have advanced 5 per cent. Cheap grained screen doors are now quoted at $9.60 doz. net.

Picks Higher.—Clay picks have advanced and new prices follow:—5-6, $5 doz.; 6-7, $5.50 doz.; mattocks, $5.75 doz.

Snow shovels have advanced from 10-20 per cent.

Harvest Tools Higher.—Harvest tools have advanced and the discount, form-

(Continued on page 50.)

List of Shoe Findings

Adopted March 15, 1916

SHOE RIVETS

In 1 lb. Papers

STEEL WIRE

16 Ge. and Heavier (per 100 lbs.)

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$16.75	13.00	11.75	10.75	10.15	9.45	8.85	8.35

17 Ge. Add $0.90
18 " " 2.00

Clinch Point

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$17.25	13.50	12.25	11.25	10.65	9.95	9.35	8.85

17 Ge. Add $0.90
18 " " 2.00

Cobblers' Rivets

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$19.10	14.75	13.35	12.20	11.50	10.70	10.00	9.40

17 Ge. Add $0.90
18 " " 2.00

BRASS WIRE

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$74.75	71.00	69.75	68.75	68.15	67.45	66.85	66.35

17 Ge. Add $1.50
18 " " 3.50

Clinch Point

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$76.25	72.50	71.25	70.25	69.65	68.95	68.35	67.85

17 Ge. Add $1.50
18 " " 3.50

Cobblers' Rivets

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$85.80	81.95	80.05	78.90	78.20	77.40	76.70	76.15

17 Ge. Add $1.50
18 " " 3.50

Bulk Shipments

Less 25c nett for quantities of 100 lbs., one size.

HEEL OR SHOE NAILS

14 Ge. and Heavier 4/8 and Longer. In Bulk .... $7.65 per 100 lbs.
In 1 lb. Papers ....$8.15 " " "
15 and 16 Ge......add 65c to above price. In 100 lb. quantities. One size.
17 Ge. ...." $1.60 " " " " " " " "

Swedes Iron

14 Ge. and Heavier 4/8 and Longer. In Bulk ....$8.35 per 100 lbs.
In 1 lb. papers ....$8.85 " " "
15 and 16 Ge......add 65c to above price. In 100 lb. quantities. One size.
17 Ge. ...." $1.60 " " " " " " " "

Sliver Point

All sizes, $8.50 per 100 lbs.

Hard Steel nails .... $15.25 per 100 lbs.
Wood Heel nails .... 15.25 " " "
Army Heel Plate nails .... 10.50 " " "

HOB AND HUNGARIAN NAILS

In 1 lb. Papers

11-12-13 Ge. and heavier, ⅜ and shorter .... $10.05 per 100 lbs.
3½/8 and longer .... 9.55 " " "
14 " ⅜ and shorter .... 11.15 " " "
3½/8 and longer .... 10.65 " " "
15 " ⅜ and shorter .... 11.95 " " "
3½/8 and longer .... 11.45 " " "

If in Bulk deduct 50c Nett

CHANNEL NAILS

In 1 lb. Papers

⅝ and longer ....$10.45 per 100 lbs. 3½/8 .... 12.75 " " "
4½/8 .... 11.05 " " " ⅜ .... 14.75 " " "
4/8 .... 11.55 " " "

PACKING EXTRAS (Add to List)

All Goods packed in ½ lb. Papers ....$1.00 per 100 lbs.
All Goods packed in less than ½ lb. Papers .... 3.50 " " "
All Goods packed in less than ¼ lb. Papers .... 4.50 " " "

TACKS

In 1 lb. Papers or Bulk

	Shoe or Hand	Pullers	Replacing	Machine Welt	Machine McKay	
½ oz	$20.55	....	....	....	$21.50	per 100 lbs.
¾ "	18.15	.....	.....	....	19.65	" " "
1 "	15.55	.....	.....	.....	18.65	" " "
1¼ "	15.15	.....	.....	.....	17.75	" " "
1½ "	14.35	15.25	.....	.....	17.15	" " "
1¾ "	13.65	....	.....	....	16.50	" " "
2 "	13.10	14.25	16.15	14.85	15.85	" " "
2½ "	11.60	13.75	15.15	14.50	14.85	" " "
3 "	11.50	13.25	14.75	14.25	.....	" " "
4 and Larger	10.50	13.15	14.25	13.75	.....	" " "

Insole Machine Tacks, charge same as Machine Welt.
Insole Hand Tacks, charge same as Pullers.
Wood Heel Tacks, 5/8 and 6/8, $15.50 per 100 lbs.

SHOE TACKS

In dozens.

1½ oz. and smaller	$24.50 per 100 doz.	4 oz. and smaller	40.00 " " "
2 "	28.00 " " "	5 "	46.00 " " "
2½ "	30.50 " " "	6 "	52.50 " " "
3 "	36.00 " " "	8 "	71.00 " " "
3½ "	37.50 " " "	10 "	87.50 " " "

WEEKLY PAINT DEPARTMENT

Paint Should Be Well Rubbed In

Three Coats Necessary to make It Weather Well—More Complaints From Improperly Stirred Paint Than Any Other Cause—Dealer Should Help Manufacturer to Educate Public on Paint Problems.

Written for Hardware and Metal by F. J. Penberthy, manager of Lowe Brothers, Ltd., Toronto.

This is the third and concluding article written by Mr. Penberthy. The first article dealt with the "Preparation of the Painting Surface," and the second with the "Preparing of Primers and Old Surfaces."

APPLICATION is also an important factor. A coat of ordinary paint upon a non-absorbent surface is transformed into a film of about 1-500 inch in thickness. Two coats will naturally transform into a film of double this thickness, and yet two coats do not form a film of sufficient thickness to weather well. I advise three coatings as a minimum in each painting.

A good stout paint well rubbed on to and into a surface in fit condition to receive it will wear much better than the same paint thinned out with linseed oil or other material for the purpose of either saving in the cost of material or of lessening its resistance to the stroke of the brush, that is to say, making it easier to spread. Experienced painters know this and yet it is impossible to force men to brush out a stout paint with brushes of the large sizes generally supplied them.

Failure to Stir Causes Most Complaints

The manufacturer receives more complaints on acount of paints not being properly stirred than all the others put together. An amusing incident happened to one manufacturer a short time ago. A clerk in charge of the paint department of the dealer's store, called up the manufacturer over the telephone and during the conversation mentioned that he had had a severe complaint on a certain paint not being the proper color. With the greatest pride, he told the manufacturer that he had fixed it alright, that he added a little boiled linseed oil and the color matched the color card perfectly. It was not the linseed oil that made the color match perfectly, the color was there beforehand. But it was necessary for the clerk to stir the linseed oil into the paint and by stirring brought the color to the proper shade.

The dealer can assist the manufacturer in educating the public how properly to stir paint. It is necessary that paint should be properly stirred in order to produce the results expected of it, that is to preserve and to beautify.

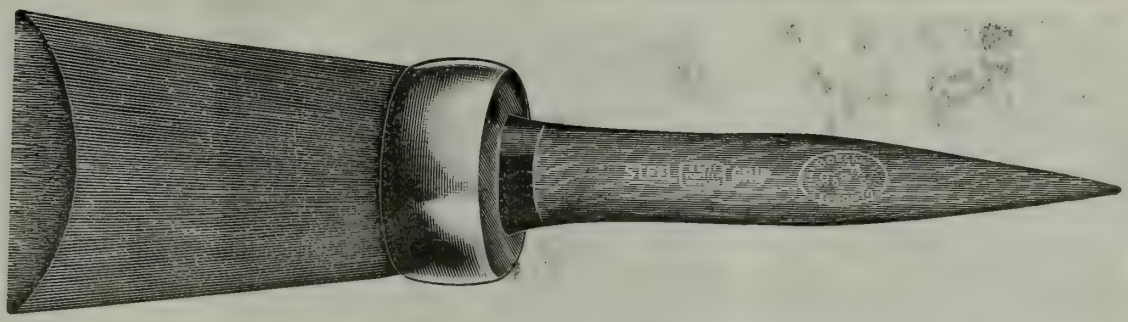
In order to beautify an even coat of the proper shade paint should be applied to the surface and hide all its defects. Linseed oil is used as a vehicle to carry these pigment particles, or hiding properties, over the surface, and therefore in order to do the work intended for this paint each brushful should contain exactly the amount of pigment particles required for the amount of oil contained in the brush.

When the can is sealed in the factory the liquid portion contains the exact number of pigment particles to do the work required. If the paint stands on the dealer's shelves for several months there is liable to be a settling of the heavy pigment particles, and in order to bring the finished paint to its proper consistency, so that there will be an even distribution of pigment particles

A specimen of badly weathered lumber. Dry rot might cause paint applied to this sort of surface to peel off. A moderately weathered wooden surface is naturally in better condition to receive paint than an unseasoned one, providing it is properly primed before finishing coat is applied.

Running, as shown in this illustration, is caused through stout paints being excessively thinned with oil in order to save labor and expense. Running depends to a certain extent also upon the drier used.

A section of weather boarding taken from an old house. A surface in this condition must be wire-brushed or burnt off with a blow-torch before it is in fit condition to receive paint. This is about the condition of the lumber used in building the addition referred to elsewhere. It was claimed that the paint put on a year before was faulty.



NO BRISTLE SHEDDING HERE

Bristle Shedding Brushes are one of the greatest detriments to doing good work quickly.

The compressed nickeled steel ferrules on all

"STEEL GRIP" PAINT AND VARNISH BRUSHES

positively prevent the Bristles coming out.
Only the best materials enter into their construction.
Handles are of the common-sense shape which will not cramp the hand.
Properly balanced and up-to-date designs.

PRACTICAL PAINTERS PREFER BOECKH'S

MANUFACTURED BY **THE BOECKH BROS. COMPANY, Ltd.**
TORONTO - CANADA

YOUR greatest asset is the confidence of your customers. If you have this in full measure, you are sure of good business which no competition can take away permanently.

JAMIESON'S Crown and Anchor Brand

On Building a Business

Your customers for paints and varnishes rely on you to give them what will satisfy them. Price may play its part at the beginning of the sale, but in the end be sure of this; it is *quality* that your customers desire. Always urge your customer to consider the item of satisfaction.

Established 1858

Your Good Name and Ours

For the paint business it is exceedingly simple and easy to *lower* quality —and the temptation with many is irresistible. But for 58 years we have adhered to the basis principle of our business which is: Quality first, last and always. This principle has conserved your good name and ours.

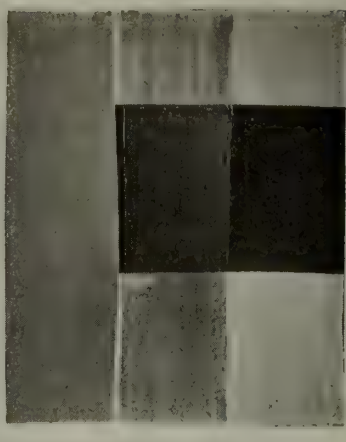
Write us if you are not stocking the Jamieson line of paints and varnishes, for our proposal to you, remembering that our name and history allied to your name and business will add to the asset of confidence referred to above.

R. C. Jamieson & Co., Limited

Owning and Operating P. D. Dods & Co., Limited MONTREAL

If interested, tear out this page and keep with letters to be answered.

Illustration shows brush marks in an ordinary coat of paint not properly applied. Notice the hills and valleys like a plowed field. Naturally the film is much less durable in the thinner portions of the layer than in the thicker. Just as naturally this thin layer will not be strong enough to resist the mechanical wear it is called upon to receive.



The illustration shows three paintings of the same paint out of the same can. The first, which is practically transparent, was stirred as a number of people stir paint. The middle strip shows the same paint partially stirred and that portion which covers the black marks completely, shows the same paint stirred properly. The dealer can save himself considerable trouble by learning how to stir paint and by imparting his knowledge to his customers.

to the amount of liquid, stirring is necessary.

Always recommend to your customers that they remove the entire lid and stir the paint from the bottom up with a wide paddle. Do not ever try to stir paint with any instrument like a screw driver or a pencil. These are common tools used. Paint cannot be stirred quickly with a paddle less than 1½ inches wide.

I would recommend that the dealer open up a quart of paint and see for himself if he stirs it properly. The motion should be about like making a figure eight, that is, the pigment should be lifted up from the bottom while the circular motion is going on. By using this method the paint can be stirred very quickly.

The conclusion which must be acknowledged by every painter and householder is, that extreme care must be taken with the foundations as well as with the protective coatings. No maker of good paint would guarantee results on yellow pine or cypress, or give a universal guaranty, because, unless the wood is properly treated, the paint will be likely to fail, and the better the paint, the more likely it will be to fail. Some difficulties in structural materials may develop, with all the care, but good paint made to meet present conditions, properly put on a proper surface, will not fail.

The illustrations accompanying this article will give a good idea of some of the difficulties which confront the paint dealer and manufacturer. From careful study of the conditions which are here shown it will be readily apparent that the painting business is a complex one. Many conditions must be taken into consideration. But with an ordinary amount of care and diligence these difficulties can be eliminated to a large extent.

WEEKLY MARKET REPORTS

(Continued from page 47.)

erly 40-12½ per cent. has been changed to 40-5-5 per cent.

Rivets Higher.—A further advance has taken place in copper rivets and the new prices are: copper rivets add 30 per cent. to list; copper rivets with usual proportion of burrs, add 30 per cent.; copper burrs add 50 per cent.

Wire Goods.—All wire goods are firm at prices previously quoted. Wire nails remain at $3.40 base and cut at $3.20 base.

WINNIPEG

WINNIPEG, April 6, 1916.—Business for the first week in April has been very good, but there are still reports from different parts of the country indicating that numerous trains have been held up, and this has resulted in a falling off in business. It is expected, however, that once the railway lines are all open again that orders will come along very freely.

The various jobbers report that difficulty is still being found in obtaining various lines of goods, and no hope is held out of better conditions until after the termination of the war. One line in which deliveries have been exceedingly slow is English cutlery. In speaking to the buyer of one of the wholesale hardware houses a few days ago, the writer was informed that the said buyer had literally forgotten about his various orders placed in England for cutlery, and was installing a very complete stock of American-made goods. He stated further that some difficulty was being had in getting deliveries from the American concerns, as they are from three to six weeks behind with their orders.

Price Changes.—There are several price changes to note this week, and a memorandum of same is given herewith. A new price has been made on shotgun powder, and to-day's quotation for 25-lb. kegs is $11.

Kraft wrapping paper has taken a further advance, and to-day's price of 7c is very much higher than has been the general quotation for the last two or three years.

Another line to show revised quotations upward is coppered iron, rivets and burrs in assorted pkgs., and also individual sizes. Rivets and burrs—Per lb.—Coppered No. 8, assorted, 29c; No. 10, assorted, 31c; rivets only, No. 8, 18c; No. 10, 20c; burrs only, No. 8, 32c; No. 10, 34c; tinned rivets only, No. 8, 20c; No. 10, 21c; burrs only, No. 8, 34c; No. 10, 35c.

Iron rivets also carry new prices this week, the three most important lines being section rivets, wagon box rivets and carriage rivets; the discount now applying to these three items is 35 per cent.

Axes Higher.—The long-expected advance in the price of different lines of axes has gone into effect, a straight 50c per dozen being added to all sizes.

The latest prices quoted for wrought iron washers, both in full cases and smaller quantities, is shown below. It will be noted that no reduction has been made in this line:

Wrought Iron Washers	Full Cases	Less 100 lbs.
¼	$11.25	$12 00
5-16	9.85	10.50
⅜	8.10	8.65
7-16	7.75	8.25
½	7.19	7.65
⅝	7 05	7.50
¾	6 91	7.35
⅞	6.91	7.35
1	6.91	7.35

Eavetrough and conductor pipe, galvanized, show an advance of about 10 per cent. this week, and the new prices are given herewith:

Eavetrough, O.G.—Per 100 ft.—No. 8, $3.70; No. 10, $4.50; No. 12, $5.50. Conductor Pipe—Per 100 ft.—2 in., $4.50; 3 in., $5.25; 4 in., $6.30.

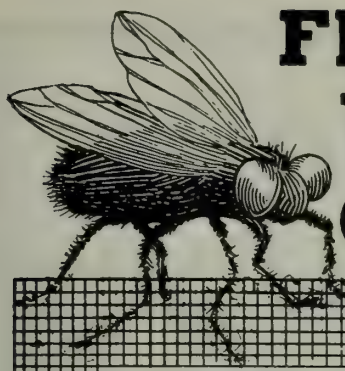
Wire Rope Higher.—New prices have been made on wire rope, and quotations on some of the biggest sellers are given below:

Wire Rope—Per 100 ft.—¼ in., $5.75; 5-16 in., $6; ⅜in., $6.50; ½ in., $7.20; ⅝ in., $9.50; ¾ in, $12; 1 in., $21.

Hinges Higher.—One of the most important changes in prices for the week is that applying to the various lines of steel hinges. New prices have been made on the heavy tee and strap hinges and corrugated tee and strap in bulk and in cartons. We give below the price on two or three odd lines, and a complete list of prices may be found on the sheet of Winnipeg hardware quotations:

Heavy tee hinges—Doz. pairs.—6 in., $1.70; heavy strap hinges, 6 in., $2.20; corrugated tee hinges (bulk), 4 in., $1.15; corrugated tee hinges (cartons), 4 in., $1.75; corrugated strap hinges (bulk), 5 in., 95c; corrugated strap hinges (cartons), 5 in., $1.75.

Other lines affected are as follows:—Band iron base, $3.75 per 100 ft.; stove bolts, 65 p.c.; tire bolts, 45 per cent.; F.H. Brt. screws, 75 per cent.; R.H. Brt. screws, 70 per cent.; F.H. brass, 37½ per cent.; R.H. brass, 35 per cent.



Fly Screen WIRE CLOTH

OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

Sold by all Jobbers.

Order your supply now.

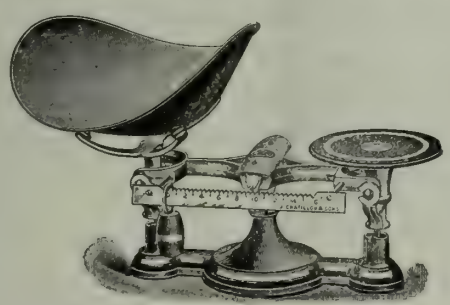
Catalog on request.

CANADA WIRE & IRON GOODS CO.

Hamilton, Ont.

Eastern Representative:
H. E. O. BULL
184 Mance St., Montreal, Que.

CHATILLON SCALES



are second to none. They are made in every style and capacity for every purpose—strong, durable and accurate.

They will bear the most critical Government inspection.

We also make a great variety of scales to order, for special purposes and in various capacities.

Scales for testing, counting, estimating, etc.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

The painter knows

when he uses Liquid Granite on a floor, that the finish will satisfy the most critical. He knows by long experience that it not only produces a beautiful soft lustre, but resists the hardest usage, and is easily kept in good condition.

During the 58 years we have been making varnishes, the label of Berry Brothers has come to be regarded by all classes of consumers as a guarantee of quality and a sure protection against inferior finishes.

It is this feeling of friendly confidence that makes Liquid Granite and all other Berry Brothers' products so desirable to recommend and safe to handle.

Among our Finishing Specialties for which the sale is large and continuous are:

LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes permanent snow white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes smooth satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish, and will not turn white under the severest conditions of wear.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.

(280)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 6.—The prediction made at writing last week that within a few days—perhaps within a few hours—there would be more or less sweeping advances made on ready-mixed paints, has been followed by one of the most important announcements ever made to the trade by paint manufacturer. Briefly it cover advances summarised as follows:

House, porch floor and other high-grade paints 20 cents per gallon. Inside floor paints 10 cents per gallon Flat oil paints 20 cents on colors and 30 cents on whites per gallon. Varnish stain, oil stain and carriage and wagon paints about 10 per cent.

These advances must be considered in relation to the previous situation, i. e—whites continue generally 15 cents per gallon above ordinary colors and for some shades, including bright reds, the advance is even greater than on the whites.

As has been explained at length in another article in this issue, the manufacturers have been forced to make these advances, which with those previously made amount to 50 cents per gallon on standard colors of high class paints and 65 cents per gallon on whites, as the result of the recent startling advance of lead following on continued upward movements of oil, zinc, turpentine and chemicals. These advances are not yet fully covered by the new high quotations but it is understood that the basis is considered as a good working one under the conditions and that there are not likely to be further increases unless there are remarkable and unforeseen developments.

The advance may have the effect of checking current demand for the time being, especially as the trade is pretty well stocked, but it has been put into immediate effect and dealers take the stand that if there is no reaction the consumer will have to pay "the shot" because he can get nothing cheaper. Evidently there is an opportunity for the wise retailer to make something on his stocks if he sticks out for the present market values.

Linseed Oil.—There is no change in the linseed oil situation since last report and quotations are as then given. There is a fair demand and there should be a good movement with the opening of navigation. The market may be generally regarded as follows:

	Raw	Boiled
1 to 2 barrels	94c-95c	97c-98c
3 to 5 barrels	93c-94c	96c-97c
6 to 9 barrels	92c-93c	95c-96c

The Lead Situation.—The lead situation continues very firm at the recent high price established. In fact since then the American Trust which usually rules the market on pig has advanced 50c a hundred on the heels of a declaration of policy to the effect that prices would be kept down as low as possible to encourage domestic consumption. This caused a sensation but did not much affect the spot situation, as independents and outside interests were far above the Trust and are still maintaining a higher level than the new figure. The quotations are firm at $13,80 for tons and $14.10 for smaller lots.

Miscellaneous Items.—Gasoline and benzine are firm at last quotations with little change in the situation and the general outlook for higher prices. Turpentine is somewhat easier and the general quotation is 77 cents. Glass, putty, zinc, dry colors, Paris green and other items have shown no particular developments during the week.

Oils Are Higher.—Recently there has been a material advance on paraffine and other oils. Paraffine has been advanced from 22 cents to 24 cents while summer and winter black oil are both up 1 cent, the former to 14½ cents and the latter to 15½ cents.

TORONTO

TORONTO, Ont., April 6.—The feature of the paint market this week is the sharp advance in ready-mixed paints. This advance was predicted in Hardware and Metal last week, and is the logical result of the increase in cost of raw materials. Higher prices on paints have been expected sooner or later for some time, but the recent big advance in white lead brought the situation to a climax and forced the paint manufacturers to raise their prices. Floor paints are 10c higher, but practically all other lines of paints have advanced 20c per gallon. Pure shellacs are higher, and some stains have also advanced. White lead is very firm, and another advance is not unlikely, the pig lead market being higher than ever. Turpentine and linseed oil are unchanged, and both markets are steady. Higher prices on gasoline and naptha may be looked for at no distant date, the market being very strong. The improvement in the weather has stimulated the retail trade, and manufacturers are making shipments in good volume. Bookings are comparatively light at present, but an improvement in this respect may be looked for later. Collections are improving.

Linseed Oil Steady.—There is practically no change in the oil situation, and the market is holding fairly steady. There is some evidence of price-cutting. Flaxseed is a little weaker, and the demand for oil cake is very light, but the demand for linseed oil is improving, and will continue to do so, as the weather will soon permit of more active painting operations. Linseed oil is being generally quoted in Toronto as follows:

	Raw.	Boiled.
1 to 2 barrels	98c	$1.01 per gal.
3 to 5 barrels	97c	1.00 per gal.
6 to 9 barrels	95c	0.98 per gal.

Turpentine Steady.—The market is steady, both here and at Savannah. Stocks in the South are very low, but new turpentine will be in very soon. Stocks in Toronto are also very low, and shipments are being considerably delayed owing to the congestion in the freight yards. Turpentine is being quoted in Toronto at the following prices:—1-barrel lots, 80c; 2 to 4 barrels, 79c, and 5-gallon lots, 87c per Imperial gallon.

Sharp Advance in Mixed Paints.—The advance in ready-mixed paints predicted in these columns last week is now in effect. Higher prices have been anticipated for some time on account of steady advance in colors, zinc and white lead particularly, but the recent big advance in white lead changed the situation considerably, and forced the paint manufacturers to adjust their prices without any further delay. The advance which is 20c per gallon includes practically all lines except floor paints, which are 10c higher.

Gasoline.—The market is very firm, and a further advance is looked for in the near future. The demand for gasoline is increasing, and the crude oil situation is as tight as ever. Gasoline is unchanged at 32c, and benzine at 31½c per gallon.

White Lead Firm.—Notwithstanding the recent big advance in white lead, there is no sign of weakness in the market. Indications point to still higher prices for white lead, as the pig lead market is stronger and higher, due to a great scarcity of lead and a heavy demand.

Glass.—The new pane list has been printed and is ready for distribution in the trade. The new prices are considerably higher than the old list, but there will be a liberal discount. What the discount will be, however, has not been settled yet, but will no doubt be decided shortly. The general situation is about the same, and the discounts on cases are unchanged.

Why "CHINA-LAC" sells

There are a dozen

distinct "CHINA-LAC" colors besides Flat White, Gloss White, and Natural "CHINA-LAC," and there are dozens and dozens of uses for each one of them. The simplicity with which "CHINA-LAC" stains and varnishes in one operation and the admirable effects it gives, closely resembling Hardwood Finishes, commends it to every householder.

Home

painting is something that everybody does nowadays. The Popular Home Journals have encouraged a natural demand which "CHINA-LAC" admirably fills. With a can of this modern Varnish Stain, a brush, and a pair of hands, the average householder can renew and make bright and clean most everything in the home, such as

Stairways, Doors, Baseboards, etc.
Chairs, Tables and Furniture of all kinds
Linoleums, Oilcloths, Screens
Verandah and Porch Fittings
Registers, Radiators, Boilers, etc.
In fact, everything around and about the house.

A hundred and one uses means a hundred and one customers.

If you have not

done so already, this is the time to order one of our "CHINA-LAC" assortments, which, with their show cards, window cards, color cards and booklets, will make a most attractive Spring Clean-up Display and enable you to be ready for the evergrowing demand for "CHINA-LAC."

Send in to-day for fuller information.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 69

Pattern, lb. 64

Sheets, $1 to $1.25 base.

AMMUNITION.

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, 17½—5% off; all other R. F. Short Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M. net; C. B. Caps, $2.95 per M net; Blanks, R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38. STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5%; C. B. Caps, 40 and 2½%; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10%; Primers, 2½; brass shot shells, 45%; "Winchester" B. B. Caps, $2.95 M net; C. B. Caps, $3.08 M net; 22 short, black and Lesmok, 30%; 22 short, smokeless, 40%; 22 long, black and Lesmok, 30%; 22 long, smokeless, 30%; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. Ball, 17½ and 5; R. F. Shot, 20 and 15; Pistol and Rifle Ball, adv. 15½; Pistol and Rifle Shot, 4; Military and Sporting, adv. 26½; Primers, $2.47½ net; Brass Shot Shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5%; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 65%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST.

B.T.—8 in.	2 50
B.T.—10 in.	2 75
B.T.—12 in.	3 25

AXES.

Forrester, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black, Diamond, doz.		9 00
Samson, single bit, doz.		9 00
Samson, single bit, handled doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes, No. 2, doz.		9 75
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 60
No. 3, doz., net	10 00
No. 4, doz., net	11 00
No. 5, doz., net	12 40
No. 6, doz., net	13 20

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, $1.54; No. 1, 14c; No. 2, 12½c; No. 3, 11½c.

BELTING (Leather).

Extra, 40 and 10%.
Standard, 50%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb.	2 75
B x 50 lb.	3 25
A x 75 lb.	4 50

BENZINE.

	Montreal	Toronto
Single bbls., gal.	0 32½	0 31½
Drums, gal.	0 30	0 29½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 47½%.
Carriage Bolts ($1), list, 7-16 in., 32½%.
Machine Bolts, ⅜ in. dia. and smaller, 47½%.
Machine Bolts, 7-16 in. dia. and larger, 37½%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 37½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 32½%.
Coach and Lag Screws, 55%.
Sink Bolts, 50%.
Square Head Blank Bolts, 37½%.
Bolt Ends, 37½%.
Plow Bolts, 37½%.
Elevator Bolts, 37½%.
Fancy Head Bolts, 30%.
Shaft Bolts ($3 list), 30%.
Step Bolts, large head ($3) list, 30%.
Whiffletree Bolts, 30%.
Nuts, square, 2½c off list.
Nuts, hexagon, 2½c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 65%.
Tire Bolts, 55%.

BORAX

Lump, Crystal Borax, lb. 0 07¼

BRASS. Per lb.

Springs, sheets, 8" wide, up to 20 gauge	0 60
Rods, base ½ to 1" round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1" base	0 50

Copper tubing, same as brass.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gal. Standard, welded	$7 50
30-gal. Standard, riveted	7 75
30-gal. extra heavy	11 00

BOARDS, BAKE.

	Per doz.
No. 1—18" x 24"	6 60
No. 2—18" x 28"	7 20
No. 3—20" x 30"	7 80

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 60%.
Paper lined, 60, 10%.

BOARDS (Wash)

	Tin Plate Per doz.	Zinc
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 40	3 85
Standard Globe	2 50	3 95
Neptune	2 50	3 95
Original Globe	2 75	4 25
Newmarket King	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 00
Wood, double faced	....	1 25

Subject to small discounts for quantities.

BRUSHES.

Weighted, 15 lbs., per doz.	15 26
Weighted, 20 lbs., per doz.	17 62
Weighted, 25 lbs., per doz.	21 26

BUTTS.

No. 804 and 840, 57½%; No. 800 and 838, 40 and 10%; No. 802, 55%; No. 808, 50%; No. 810 and 814, 45%.

CANS.

Milk cans and pails, 25%.
Creamery cans, 35%.
Railway cans, 40%.
Hands, delivery and creamer cans, 25%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, net.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50	1 50
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.		1 25

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls.)	0 20
Cement (in 5 and 10 gals.)	0 23
Cement (in 2 gals.)	0 30
Cement (in 1 gal.)	0 35

CHALK.

Carpenter, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	....	0 20
Carpenter, white, gr.	0 65	....
Carpenter, blue, gr.	0 80	....
Carpenter, red, gr.	0 80	....

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Common cold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.

Socket Chisels, 75% off list: if B edge, add 90c doz.

CHAIN.

Quotations nominal.

Proof coil, per 100 lbs., ¼, $8.85; 5-16, $7.50; ⅜, $6.75; 7-16, $6.55; ½, $6.35; 9-16, $6.35; ⅝, $6.20; ¾, $6.10; ⅞, $5.95; 1, $5.80.

Electric Weld Coil Chain—BB. 3-16 in., $11.45; ¼ in., $8.15; 5-16 in., $6.65; ⅜ in., $5.60; 7-16 in., $5.60; ½ in., $5.60 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $13.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 37½%; f.o.b. Ottawa, Kingston and Montreal, 35%.

COPPER.

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	47 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	46 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	55 00	54 00
Copper sheet, planished, 14x60 base	58 00	57 00
Braziers' in sheets, 6x4 base	47 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH).

No. 6, lb.	0 33½
No. 7, lb.	0 32½
No. 8, No. 9, No. 10, No. 12	0 32

COAL TAR.

Crude coal tar, per bbl.	$4 50
Refined coal tar, per bbl.	5 50

CURRY COMBS

Discount, 25 p.c. off list.

CRATES.

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES.

	Montreal
Ordinary, 52 sheets	4 50
All bright, 52 sheets	6 30

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 25	6 25	6 50
60	6 50	6 50	6 75
20x28x47	6 75	6 75	7 00
20x28x94	13 50	13 50	14 00

CHARCOAL TIN PLATES.

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	5 50
IX, 14x20 base	6 50
IXX, 14x20 base	7 50
IXXX, 14x20 base	10 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	6 75
IX, 14x20 base	7 75
IXX, 14x20 base	8 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $10; 200 lbs., $10.25.

COKES, BRIGHT.

Bessemer Steel—	
10x14x20 base	6 50
20x28, double box	13 00

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	1 00
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS, 4 to 4¼c per lb.

DRILLS.

Bit Stock Drills, 60%.
Wood Drills, 30%.
Straight Shank Drills, 60%.

MADE IN CANADA

3 SPECIALS GUARANTEED TO GIVE EXCELLENT SERVICE

IMPERIAL GENUINE — The highest grade of Babbitt Metal. Manufactured expressly for all bearings carrying extremely heavy loads.

HARRIS HEAVY PRESSURE — For all general machinery bearings. Is known as the BABBITT METAL WITHOUT A FAULT.

ALUMINOID — Specially prepared for medium and light speed machinery.

We Have Everything in Metals

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL • WINNIPEG

THE NEW PACKAGE

—will create a desire for a more extensive use of flat wall finish

The results are excellent — users are enthusiastic.

Muresco is a wall covering without an equal. It is easy to apply and durable in both beauty and service.

Muresco does not peel, crack, rub or blister. It is sanitary and hygienic, and its covering capacity is beyond expectation.

Most profitable to sell because it commands satisfaction in every quarter, and there is a good margin on every package.

Made in 18 tints and 16 colors.

Write for color card, prices and agency proposition.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American..	65	10
Kearney & Foot, Arcade..	65	10
J. Barton Smith Eagle....	65	10
Disston Brand	70	
McClellan Globe	65	10
Black Diamond	60	5
Delta Files	55	10
Nicholson	60	5
Globe	65	10
Vulcan Brand	70—10	

FITTINGS (IRON PIPE.)

Montreal discounts: Canadian malleable, 27½%; bushings, 60 and 5%; flanged unions, 60%; malleable bushings, 60 and 5%; nipples, 72½%; malleable lipped unions, 60%; plugs, 60 and 5%.

London discounts: Malleable, 25%; bushings, 60%; plugs, 60%; unions, 60%; nipples, 75%.

FIXTURES, STALL. Doz.

Hollow and pressed steel..	0 75
Solid	1 20

Special Stall Fixture, 40%.

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 33
Drums	0 30½
Tank wagon	0 30

Toronto.

Any quantity, in bbls......	32
Drums, 40-gal., per gal....	29
Tank wagon	28½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in...	$ 7 75
Russet rope shank, 1¼ in..	9 25
Black rope shank, 1 in. ...	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt..	8 85
Masons, 5 lbs. and over, per cwt.	10 10
Napping, up to 2 lbs.....	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz........	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 per cent.

Railroad and navvy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR

Stearns, wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible....	....	6 00
Steel King Hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 70
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

Net Prices

Heavy	Strap	Tee
4 in., doz. prs.......	$1 37	$1 16
5 in., doz. prs.......	1 66	1 45
6 in., doz. prs.......	1 81	1 63
8 in., doz. prs.......	2 46	1 85
10 in., doz. prs.......	4 35	3 33
12 in., doz. prs.......	5 40	5 25
14 in., doz. prs.......	6 16	5 36

London price figured net at 27½%.

Light		
3 in., doz. prs.......	0 43	0 43
4 in., doz. prs.......	0 51	0 47
5 in., doz. prs.......	0 60	0 55
6 in., doz. prs.......	0 72	0 64
8 in., doz. prs.......	1 06	0 76
10 in., doz. prs.......	1 49	1 02
12 in., doz. prs.......	2 55	1 91
14 in., doz. prs.......	....	2 34

Heavy tee and strap discount, 27%.

Light tee and strap discount, 50 and 5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs....	5 50
Over 14 in., per 100 lbs....	4 90
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 55 per cent.

Blind, discount, 50 per cent.

Spring, per gross—No. 5, $18.80; No. 10, $19.50; No. 20, $9.75; No. 50, $24; No. 51, $10.20; No. 120, $18.60; No. 2255, $19.20.

Chicago hold back screen door iron, gross, 12 per cent.

Chicago spring hinges, 15 per cent.

Triplex spring hinges, 40 per cent.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 per cent.

HOES. Grub. 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 00	3 60
No. 3, per doz......	2 10	4 10
No. 4, per doz.	2 20	4 60
No. 5, per doz.	2 40	....

HORESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.10; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.40; "Sharp" No. 2 and larger, $1.60; "Sharp" No. 1 and smaller, $1.75. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.......	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5 per cent. for full reels, 500 ft.

Cable, 70 per cent.

Leader, 60 and 10 per cent.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
Angles ....base	3 50	3 00
Common bar, per 100 lbs.	2 65	2 90
Refined iron, per 100 lbs.	2 90	2 95
Horseshoe iron, per 100 lbs.	2 90	3 00
Norway iron	6 50	5 20
Mild steel	3 05	3 00
Band steel	3 05	3 00
Sleigh shoe steel...	3 05	3 00
Domestic	3 05	2 60
Reeled machinery steel	4 50	3 50
Tire steel	3 15	3 15
Toe calk steel	3 95	3 60
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.		0 18
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 17¼	0 17¼
Spring steel	4 00	4 00

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

List, plus 20 per cent.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$13 25
72x30, 26 gauge, case lots.	13 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain..	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders)

Shelf-lock	13c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy....	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy....	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	5 00
Climax	5 00
Trulite	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby..	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd

26-gauge, pa'ted metal lath	0 13
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath	0 21
23-gauge, galv. metal lath	0 23

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 13c lb.

	Montreal	Toronto
Sheets, 3 lbs. sq. ft..	12 50	13 00
Sheets, 3½ lbs. sq. ft.	12 25	12 50
Sheets, 4 to 6 lbs. sq. ft.	12 00	12 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH

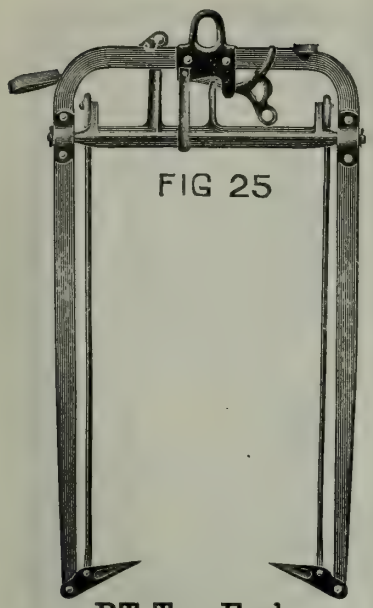
Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

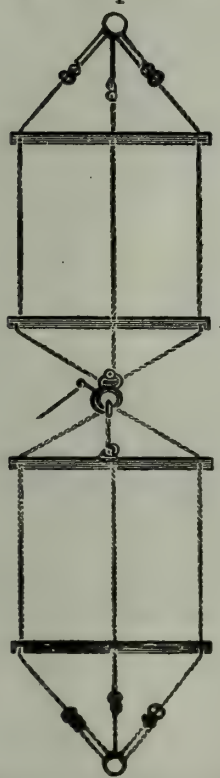
	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand...	9 00
Puritan Warter Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephenson Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor....	12 80
B.T. Cyclone	6 25
B.T. Cyclone Water Motor.	12 80
B.T. Vollmar, No. 2.........	6 50
B.T. Vollmar, No. 3	7 00
Forest City, engine-driven.	22 00
Forest City, electric	48 00



BT Top Fork



BT Centre Trip Sling

Profits

From Hay Tools

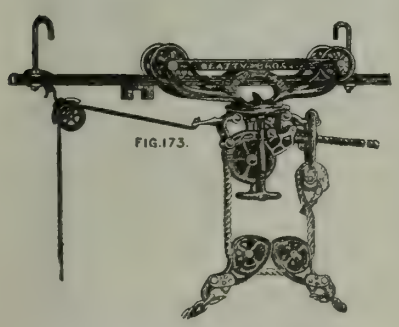
As a hardware merchant you have a golden opportunity to sell Hay Tools. The farmer is often in your store. He wants nails, hammers, paint, saws, shovels, building hardware, and what not. Ask him about his hay track. Maybe he has an old fork car that didn't work well at the last harvest. Maybe he hasn't one at all. That's your chance to sell him. There are profits in hay tools for any enterprising hardware merchant.

The BT Line is the best because every part of it is stronger than others and there are few complaints. Less than 1-10th of 1% of BT Forks are returned for repairs and less than 1-3 of 1% of the cars.

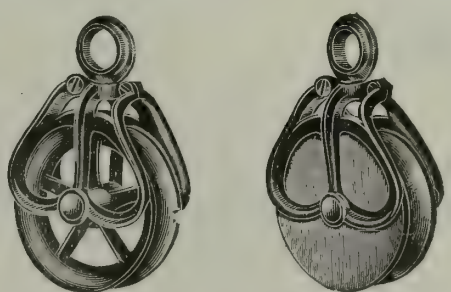
Beatty Bros., Limited
FERGUS, ONT.

Edmonton, Alta., Winnipeg, Man., Montreal, Que., St. John, N.B.

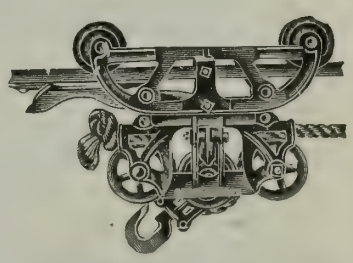
BT
Hay Tools



BT Tolton Sling Car



BT Double Angle Track Pulleys



BT Maple Leaf Fork Car

If interested, tear out this page and keep with letters to be answered.

MALLETS Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking. No. 8, oak 17 80

MANGLES
Victor, each $15 65
Woodyatt, each 7 25

MOPS
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS
Standard steel wire nails, Toronto, $3.40 base; Montreal, $3.45 base; London, $3.40 base; Collingwood and Owen Sound. $3.45 base.
Cut nails — Montreal, $3.20; Toronto, $3.20; London, $3.20.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.70, Montreal base.
Galvanized roofing nails, $10.15.

NAILS (HORSE)
M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3.	1⅝-inch	$4 10
No. 4.	1¾-inch	3 80
No. 5.	1 15-16	3 25
No. 6.	2⅛	3 00
No. 7.	2 5-16	2 85
No. 8.	2½	2 75
No. 9.	2 11-16	2 65
No. 10.	2⅞	2 55
No. 11.	3 1-16	2 45
No. 12.	3¾	2 48

London, Hamilton, Montreal, Toronto.
Less 10 per cent.

NETTING, POULTRY
Discount 30 p.c. on 1 in. and 2 in. mesh only. Other prices withdrawn.

POULTRY FENCING Per rod
Invincible, 1640 .... 0 60
Invincible, 1848 .... 0 66
Invincible, 2060 .... 0 73
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.
Best (American) 17 25
U.S. Navy (American)..... 16 50
New hemp (English)...... 12 50
U.S. Navy (English)....... 10 50
Plumbers (spun) 7 00

OIL

Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 45
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS
Tea lead, pack, 6¼c lb.
Tea lead, chest, 6¼c lb.
Lead (heavy), pipe, etc., 7¼c.
Brass, heavy, 16c lb.
Brass, light, 11¾c lb.
Zinc, heavy, 15¾c lb.
Copper, heavy, 21c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $10.50 ton.
Stove plate, $9.50 per ton.
Mach. comps., No. 1, 16½c lb.
Comps. turnings, No. 1, 14¾c lb.
Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING Per lb.
Fine jute 0 11½
Coarse jute 0 09½
Square braided hemp..... 0 25
No. 1 Italian 0 30
No. 2 Italian 0 23

PAPER, ETC.
O.K. Paper, per roll 0 95
Resin sized Fibre, per roll.. 0 14
Per 400 ft. roll
Tarred Fibre, No. 1........ 0 66
Tarred Fibre, No. 2 ...... 0 46
Tarred Fibre, Good Luck Brand 0 66
Dry Fibre, Good Luck Brand 0 54
O.K. Brand corded sheathing 0 95
Sheathing, Shield Brand, dry 0 38
Sheathing, Shield Brand, tarred 0 46
Sheathing (Surprise) 0 40
Dry fibre, No. 1............ 0 54
Plain fibre, No. 2.......... 0 38
Sulphate, Black Cat, tarred. 0 80
Sulphate, Black Cat, dry.... 0 60
Per 100 lbs.
Heavy dry straw 1 95
Heavy tarred straw 1 95
Spruce sheathing 3 00
Carpet felt, 16 oz.......... 3 25
Carpet felt, 20 oz.......... 3 25
Asbestcs Bldg. 3 25
Tarred felt 3 25
Heavy fibre, 32 ft. x 60 ft... 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 00

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	5 50	5 00
6 to 7 lbs., doz.	5 75	5 25
7 to 8 lbs., doz.	6 00	5 50
8 lbs., doz.	6 50	6 00
9 lbs.	7 00	6 50

PINS, COTTER
Cotter pins, 85 and 10% discount.

PINS, CLOTHES
Selected full count Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT
In effect April 3, 1916.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 50
¼ and ⅜ in.	3 00	5 31
½ in.	3 83	5 91
¾ in.	4 60	7 42
1 in.	6 80	10 97
1¼ in.	9 20	14 84
1½ in.	11 00	17 74
2 in.	14 80	23 87
2½ in.	23 40	37 73
3 in.	30 60	49 34
3½ in.	36 80	59 34
4 in.	43 60	70 31
Lapweld		
2 in.	16 28	25 35
2½ in.	23 99	38 32
3 in.	31 37	50 11
3½ in.	37 72	60 26
4 in.	44 69	71 40
4½ in.	54 61	87 00
5 in.	63 64	101 40
6 in.	82 56	131 50
7 in.	114 20	174 90
8 in.x25 lbs. per ft.	120 00	183 80
8 in.x25 lbs. per ft.	138 20	211 70
9 in.	165 60	253 60
10 in.x32 lbs.per ft	152 60	235 20
10 in x40 lbs per ft	197 80	302 80

Above prices f.o.b. Toronto.

Buttweld Size	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 50
¼ in. and ⅜ in.	2 94	5 25
½ in.	3 74	5 82
¾ in.	4 49	7 30
1 in	6 63	10 80
1¼ in.	8 97	14 61
1½ in.	10 73	17 46
2 in.	14 43	23 50
2½ in.	22 82	37 15
3 in.	29 84	48 58
3½ in.	35 88	58 42
4 in.	42 51	69 22
Lapweld		
2 in.	15 91	24 98
2½ in.	23 40	37 73
3 in	30 60	49 21
3½ in.	36 80	59 21
4 in.	43 60	70 31
4½ in.	53 34	85 73
5 in.	62 16	99 90
6 in.	80 64	129 60
7 in.	111 90	172 60
8 in x25 lbs. per ft	117 50	181 20
8 in.x28 lbs. per ft	135 40	208 80
9 in.	162 20	250 10
10 in.x32 lbs.per ft	150 40	232 00
10 in x40 lbs per ft	193 60	298 70

Montreal and Eastern List.

PIPE (LEAD)
Lead pipe, $13.50.
Lead waste pipe, $14.50.
Traps and bends, 15 p.c. off.

PIPE (SOIL)
Medium and extra heavy pipe up to 6-inch, 65%;
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)
2 inch, in 10-ft. lengths.... 4 40
3 inch, in 10-ft. lengths.... 5 34
4 inch, in 10-ft. lengths.... 7 04
5 inch, in 10-ft. lengths.... 9 63
6 inch, in 10-ft. lengths.... 11 72

PITCH
Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLASTER
Paris, per bbl. 2 50

PLANES
Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	3 50	3 75
Heads, per 100 lbs.	3 75	4 00
Tank plates, 3-16 in.	3 85	4 10

PLUGS (METAL)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS
B.T. Pump, No. 1, net ......$ 3 30
B.T. Pump, No. 2, net 4 00
B.T. Pump, No. 3, net 6 00
B.T. Pump, No. 4, net 7 50
B.T. Pump, No. 5, net 8 00
B.T. Pump, No. 6, net 9 00
B.T. Pump, No. 7, net 13 50

RIVETS AND BURRS
Iron rivets, blacked and tinned, 42½%.
Iron burrs, 42½%.
Copper rivets, usual proportion of burrs, add 30 p.c.; burrs, add 50 p.c.
Extras on Coppered Rivets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll
Tarred felt, per 100 lbs..... 3 25
2 ply R.R. 1 05
3 ply R.R. 1 30
2 ply R.R., complete in roll 1 55
3 ply R.R., complete in roll 1 70
Carpet felt 3 75
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Comet, 1-ply 0 86
Pluvius, 1-ply 1 05
Pluvius, 2-ply 1 40
Colborne Crown, 1 ply..... 1 20
Colborne Crown, 2 ply..... 1 45
Colborne Crown, 3 ply..... 1 75
Compo Certainteed, 1 ply ... 1 40
Compo certainteed, 2 ply .. 1 75
Compo certainteed, 3 ply .. 2 10
Excello, 1-ply 1 60
Excello, 2-ply 2 00
Excello, 3-ply 2 50
Jewel, 1-ply 1 10
Jewel, 2-ply 1 40
Jewel, 3-ply 1 75
Liquid roofing cement, per gal., in barrels........... 0 22
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 06¼
Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal

ROPE lb.
Pure Manila basis 21
British Manila basis 17
African hemp basis 17
Sisal basis 13
Single lath yarn basis 13
Double lath yarn 13½
Yacht marline 35-40
White polished halyards.... 22
Homp. deep sea line basis.. 20
Homp. tarred ratline basis.. 26
Homp. tarred bolt rope basis 28
Marline and Houseline 28
Jute rope basis 15
Italian rope basis 30
Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.
Cotton rope, 3-16 in......... 0 27
¼ in. and larger 0 26

Sisal Clothes Line.
3 ply, 30 ft. 0 48
3 ply, 40 ft. 0 63
3 ply, 48 ft. 0 75
3 ply, 60 ft. 0 95
3 ply, 72 ft. 1 23
6 ply, 60 ft. 1 52
6 ply, 72 ft. 1 84
6 ply, 100 ft 2 40

SCALES.
Imperial Standard ....25 p.c.
Champion ....40 p.c.
Steel weigh beams ....20 p.c.
Gurney Standard ....25 p.c.
Fairbanks Standard Scales.25 p.c.
Crown Even Balance ......40 p.c.
Richelieu Union Scale......40 p.c
Dominion Plates Scales, ..40 p.c.
Net prices on Champion scales are as follows:
Champion, 4-lb., $3, plus 20c for stamping. Champion 10-lb., $4.50 plus 40c for stamping. Champion 240-lb., $6.60 plus 50c for stamping. Champion 600-lb. $16.80 plus $1 for stamping. Champion 1200-lb., $19.80, plus $1 for stamping. Champion 2000-lb., $26.40, plus $1 for stamping. Champion 2000-lb. with drop lever, $31.20, plus $1 for stamping.

SCRAPERS Doz
Medium $2 15
Heavy 3 60

SCREWS (MACHINE)
Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister head, brass, net.

SCREWS
Discounts off Standard List

Wood, F. H., bright	80		
Wood, R. H., bright	75		
Wood, O. H., bright	75		
Wood, F. H., brass	47½		
Wood, R. H., brass	45		
Wood, O. H., brass	45		
Wood, F. H., bronze	40		
Wood, R. H., bronze	37½		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	65	10	
Hexagon cap	60	10	

Bench, wood, per doz. $5 00
Bench iron, per doz........ 4 75

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	4 35	4 00
12 gauge	4 45	4 10
14 gauge	4 20	3 85
16 gauge	4 25	3 95
18-20 gauge	3 55	3 55
22-24 gauge	3 65	3 65
26 gauge	3 70	3 70
28 gauge	3 80	3 80

Re Gauges of Sheets.
In the quotations which follow on sheets, it is advisable to note that Queen's Head, Fleur de Lis, and Gorbal's Best Best, also Colborne Crown are English gauges, while Apollo and Premier are U.S. gauges. American 10¾ oz. is the same as English 28 ga.; American 28 gauge is the same as English 26 ga. The heavier gauges are almost identical, the English sheets running slightly lighter than the U.S. standard.

SHEETS, CORRUGATED

Per 100 sq. feet.	Galvanized	Painted
28 ga.	$ 5.50	$3.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 10 per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	5 75
16-20	6 65	6 40	....
18-20	....	....	5 95
22	....	....	6 50
22-24	6 75	6 55	....
24	....	....	6 75
26	7 00	6 70	7 00
28	7 25	7 00	7 25

"Premier" galvanized sheets — 10¾ oz., $6.95; U.S. No. 28, $6.75; U.S. No. 26, $6.45; 22 and 24 gauge, $6.30; 18 and 20-gauge, $6.10; 16-gauge, $5.95; 14-gauge, $5.75. F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $6.05; 22-24 gauge, $6.25; 26 gauge, $6.50; 28 gauge, $6.75.

Apollo Brand.	Montreal	Toronto
14 gauge	5 55	5 55
16 gauge	5 55	5 55
18-20 gauge	5 75	5 90
22-24 gauge	5 85	6 10
26 gauge	5 95	6 25
28 gauge	6 45	6 50
10¾ ozs.	6 75	6 75

Add 25c for less than case lots

LINES

That are strictly seasonable and profitable to have in stock.

The lines named below need little introduction to "live" merchants, but we wish to emphasize here the desirability of placing your orders for them without a moment's delay. Your request for particulars and prices will be appreciated and promptly answered.

Dunham Water Weight Lawn Rollers

The Dunham Roller can be made heavy enough for firm turf or Tennis Court and light enough for the softest lawn. It can be emptied for moving or storing away. Axle revolves in hardened steel roller bearings.

Lawn Mowers, Garden Tools and Summer Sporting Goods

We carry Lawn Mowers by most all the best known makers and garden tools and accessories, including Hose, Hose Reels, Wheel Barrows, Grass Shears, etc. Also Lawn Tennis Requisites, Lawn Bowls, Cricket, Baseball and Golf Requisites, Fishing Tackle, Canoes, etc.

U.S. POULTRY NETTING

U.S. Poultry Fence is five or six times as strong and at least 100 per cent. better than the old style netting. It does not require top rail or base board. It stretches to the posts straight, even and nice, without buckling, bagging or sagging, or having that unsightly appearance so common to the old style netting and other makes of Poultry Fencing. It is so made that it is impossible for it to have long and short wires or irregular sized and shaped meshes.

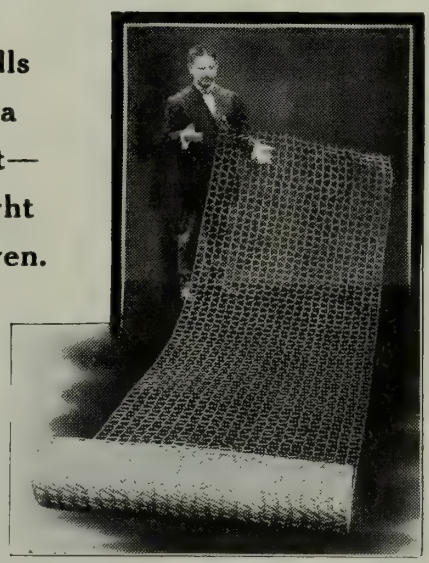
The Reason Why

U.S. Poultry Fence has parallel wires that cannot buckle, bag or sag because there is no crosswise pull. In fact you can stretch it to as high tension as desired and the fence will not draw narrower, between posts. It is built and stretches like a farm fence.

We have in stock at the moment full range of all sizes—

2 inch mesh from 12 inches to 72 inches.
1 inch mesh from 12 inches to 48 inches.

Unrolls like a carpet—straight and even.



LET US SEND CIRCULAR AND PRICES.

Rice Lewis & Son,

LIMITED

TORONTO ONTARIO

If interested, tear out this page and keep with letters to be answered.

SHELLERS, CORN

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50	45	25%
Socket sc'ps	40 and 5	35 and 5	

Rivet scoops, 35 and 7½%.
Drain tools, 50%.
Hollow backs and sand, 1st, 50%, and 4th, 35%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 75
Shipping weight, 80 lbs.
Discount 10%.

SINKS.

Flat rim enameled sinks, 16x24, $3.40; 18x30, $3.70.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base. per lb., 53 cents.

SOLDER, BAR.

Guaranteed	0 31½
Strictly	0 29
Commercial	0 28

SOLDER, WIPING.

Star extra	0 28½
Easy	0 27½
Acme	0 26

SPELTER. See weekly report.

SPOUTS

Warner Malleable Winged Shank, per 1,000 ....$18 00

STAPLES Per cwt.
Montreal Toronto and London

Fence staples, galv., in kegs	4 65
Fence staples, galv., 25 lb. boxes	4 90
Fence staples, bright, in kegs	3 80
Fence staples, bright, in 25-lb. boxes	4 05
Poultry netting staples, 100 lb. kegs	12 00

Galvanized discount 40 and 12½ per cent.; bright, add $1.10 to galvanized net. Extras, 50 lb. kegs, 30c; 25 lbfl kegs, 40c; 10 lb. kegs, 80c.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bear.	32 00
Parlor	35 00

SWINGS

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each..	3 75
Ontario, 4-passenger, each..	4 50
Stratford, 4-passenger, each	6 00
Boyers Gliding Settees with awning, each	13 50
Without awning, each	9 00

TACKS

Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks.
Discount, 75 and 10%.

NAILS

Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk).
Discount, 75 and 10%.

CAPPED GOODS

Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application.
Discount, 75 and 10%.

SHOE FINDERS' LIST

Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 60
Ass skin, No. 714, 66 ft., doz.	4 75
Linen, No. 404, 66 ft., each.	1 35
Metallic, No. 603, 50 ft., ea..	1 60
Challenge steel. No. 263. 50 ft., each	3 45
Reliable Jr., No. 103, 50 ft.	3 25

TIES (METAL)

Galv. wall ties, per 1,000...	$5 00
Painted wall ties, per 1,000..	5 00

TIES, COW

Open Ring, Closed Ring, 40 and 5%.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 75%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS HARVEST
Ordinary brands, 40, 5 and 5%.
Samson and Sovereign, 40 and 5%.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$3.80
10 in.	4.24
12 in.	5.01
15 in.	6.88
18 in.	8.80

12 cents extra for round head.

TRACK

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.)
600 ft., per lb.) 1916 prices
500 ft., per lb.) not issued.
500 ft., per lb.)
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb. Montreal	Toronto
5-ply and up	....	0 27
4-ply	0 26	0 26½
3-ply	0 25	0 24

TUBES

Boiler Tubes, Lapwelded.

100 ft., 1½ in.	14 00
100 ft., 2 in.	13 36
100 ft., 2¼ in.	14 65
100 ft., 2½ in.	17 05
100 ft., 3 in.	17 65
100 ft., 3½ in.	21 80
100 ft., 4 in.	27 85

TUBS

Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3...	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work bibs, 58%; No. 0 basin cocks, 58%; and 1 and 2 basin cocks, 53%; bath cocks, 64%.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60%.
J. M. T. Globe, Angle and Check Valves, 35%; Standard, 45%.
J. M. T. Radiator Valves, 50%; Standard, 57½; patent quick opening valves, 70%.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 15%.
Copper tea and coffee pots, 15%.
Copper boiler and tea kettle pitts, net

WARE, JAPANNED.

Colored, 30%; Coal hods, 25%.

WARE, ENAMELED.

White war, 70%.
Canada Diamond, Premier(40 and 10%.
Pearl, Imperial and Colonial steel, 60%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 30 and 10% off.
Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, 10%.
English pattern, 10%.
Galvanized washtubs, 10%.
Galvanized coal hods, list.
Other lines, 10%.

WARE, TIN, PIECED

Discount, 25%.
10-qt. flaring sap buckets, 25%.
10 and 14-qt. flaring pails, 25%.
Copper bottom tea kettles and boilers, list.
Coal hods, 25%.

WARE, STAMPED Plain, 70%.
Retinned, 66 2-3%.
Tinners' trimmings, 70%.

WASHERS, IRON.

Full box, 30%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs.	2 40
Sectional, ½ lb., per 100 lbs.	2 40
Solid, 3 to 30 lbs., per cwt.	1 90

WEIGHTS Horse. 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	26 25
Garden, steel wheel, doz.	39 60
Light garden, per doz.	30 00
Heavy garden, L-side	36 30
Heavy farm, solid side	39 60

WHIFFLETREES

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins., per doz.	8 75
Tubular steel, 36 ins., per doz.	9 75
Tubular steel neckyokes, 36 inches, per doz.	12 00
Tubular steel doubletrees, 40 inches, per doz.	12 50
Tubular steel lumberman's, 44 inches, per doz.	13 00

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

WIRE, CUT HAY BALING

No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, 4$.25; No. 14, $4.40; No. 15, $4.65.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)

4 mesh	7 70
6 mesh	8 15

WIRE, STOVE PIPE.

No. 18, $4.75; No. 19, $5.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.

Montreal, No. 18, $4.30; No. 19, $3.75.
No. 17, 7-strand, $5.55; No. 18, 6-strand, $4.00; No. 19, 6-strand, $3.25, in 50 and 100-ft. coils; No. 18, 6-strand, $3.95 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, Montreal and London.

WIRE, FINE STEEL

Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $3.50; No. 14, $3.55; No. 15, $3.65.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $3.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.87½ per 100 sq. ft.; in 50-ft. rolls, $1.92½ per 100 sq. ft.
Bronze screens, 8c sq. ft.
Cut lengths, 9c sq. ft.

WIRE (FENCE)

	Per cwt. Montreal
Barb	4 50
No. 9, coil spring	4 30
No. 9, plain galv	4 25
No. 12, plain galv	4 40
No. 13, plain galv	4 50
O. & A., No. 10	3 76
O. & A., No. 11	3 82
O. & A., No. 12	3 90

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 18 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt
No. 12	$3 90
No. 13	4 00
No. 13½	4 05
No. 14	4 15
No. 15	4 30
No. 16	4 55

WRINGERS.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley, B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Daisy No. 2	63 00
Dairy No. 1	57 75
Maple Leaf No. 2	56 25
Maple Leaf No. 1	51 00
Sun	42 00

Less 15 per cent.

WRENCHES

Trimo, 62½% off list; parts, 60%.
Stillson, 67½%; parts, 67½%;
Coes, 20%.

WRINGERS—MOP.

White, No. 2, each	$1 00
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 31	0 31
Part cask	0 31½	0 31½

Do You Know

—that you cannot get any german dry colors?

—that you don't need to?

—that you can get better colors "Made in Canada"?

—that we make reds, greens, blues, yellows, paris green?

—that we would like you to specify our line?

—that it will pay you to do so?

The Allan Munro Color Co., Limited

MONTREAL

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

Per lb. 0 24

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$15 36
Weighted, 20 lbs., doz..... 17 62

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg... 0 09
Burnt Umber, 100 lb. ... 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 04
Venetian red, No. 1 .... 0 02
Drop black, pure dry ... 0 20
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs 0 06
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02
Spruce ochre, 100 lb. kegs 0 03
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 17
Chrome yellow, pure 30-35
Golden ochre, pure 0 16
French spruce ochre, pure 0 15
Chrome green, pure 0 15
French permanent green, pure 0 20
Signwriters' black, pure .. 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White ... 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel... 1 90
Jas-per-lac art enamel 3 10
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel. BB 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 16
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags..... 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount, 30 per cent; 50 cases and over open.

MONTREAL QUOTATIONS
Country Base Price

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, 25 and 5 per cent.

GLASS, PLATE

Montreal:
City, 35 p.c. off list.
Country discount, 35 p.c. off list, delivered.
City discount, 30 and 5% off Toronto.
Country discount, 30 and 5% off list, delivered.
F.o.b. warehouse on orders up to $50. Above $50, add $10 for delivery charges.

GLAZIERS' POINTS

Zinc coated, 16c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD

(Ground in oil)
Prices per 100 lbs. in ton lots

	Montreal	Toronto
"Anchor Pure"	$13 80	$13 95
O.P.W. Decorators' Pure	13 80	13 95
Crown and Anchor	13 80	13 95
Elephant Genuine	14 10	14 25
Green Seal	13 80	13 95
Moore's Pure White Lead	13 80	13 95
O.P.W. Decorators Pure	13 80	13 95
O.P.W. English	14 05	14 20
Painters' Perfect	13 35	13 50
Ramsay's Pure Lead	13 80	13 95
Tiger Pure	13 80	13 95

Less than ton lots, 30c per cwt. higher

Brandram's B.B. Genuine, $15.50 Montreal and $15.65 Toronto in less than ton lots. Ton lots less 5 p.c.

James Genuine, $15.60 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	13 50	13 50
Genuine, 100-pound kegs, per cwt.	13 87½	13 87½
Less quantity	....	0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb. irons	....	12 50
100-lb. irons	24 00	11 75
200-lb. irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $5.40

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Per gallon (in quarts)

Brandram-Henderson's "English," white 2 65
"English," ordinary colors. 2 50
Benjamin Moore's "Egyptian" Brand 1 80
Canada Paint Co.'s Pure... 2 65
Elephant 2 35
Frescotone, white 2 50
Frescotone, colors 2 40
High Standard, White 2 65
High Standard, Colors 2 50
Jamieson's Crown and Anchor 2 60
Jamieson's Island City 2 05
Martin-Senour 100% Pure... 2 50
Minerva, white 2 65
Minerva, ordinary colors... 2 50
Mellotone, white 2 50
Mellotone, colors 2 40
Lowe Bros. Hard Drying Floor, gal. 2 15
Moore House Colors 2 10
O.P.W. Canada Brand, Pure 2 20
O.P.W. Canada Brand, Floor 2 10
O.P.W. Canada Brand, Flat Wall 2 10
Ramsay's Pure 2 30
Ramsay's Thistle 1 70
Stephens' House Paint, (Wpg.) 2 25
Stephen's Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 20
Senour's Porch Paint 2 50
Sherwin-Williams 2 50
Flat tone 2 40

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls	38¾	38¾	39½
250-lb. kegs	29	39	39¾
100-lb. drums	40	40	40¾
50-lb. drums	40	40	40¾
25-lb. drums	40¼	40¼	41
1-lb. 100s	42¼	42¼	43
½-lb. 100s	44¾	44¾	45
1-lb. 100s	43¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. 2 50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

Pound
1 lb. cans 0 11
2 lb. cans 0 11
5 lb. cans 0 09
10 lb. cans 0 08½
25 lb. cans 0 08
100 lb. kegs 0 07
½ Barrels 0 06½
Barrels 0 06

PUTTY

Standard

	Montreal	Toronto
Bulk, in casks	2 55	2 65
Bulk, 100-lb. drums	2 75	2 85
Bulk, 25-lb. drums	2 85	2 95
Bladders, in bbls.	3 15	3 25

Pure Putty, 70c cwt. advance

SHELLAC

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS Gal.

Oil and Spirit, Berry Bros..$2 73
Water Stains, Berry Bros... 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co's Sun Varnish 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" Varnish..... 2 65
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil ... 1 60
Jas-per-ite floor finish 2 25
Kyanize floor finish 3 50
Kyanize cabinet rubbing... 3 50
Kyanize spar 4 75
Kyanize stains 3 50
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry spar 4 10
Luxeberry exterior 450
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest inter'r. 2 60
Martin-Senour Wood-Var .. 2 30
Maritime spar varnish...... 4 00
No. 1 Furniture Varnish ... 1 25
Pure White Shellac.. .... 2 20
Pure Orange Shellac. 2 05
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 50
Sun-Spar Varnish 4 00
C P W Sun Varnish 2 25

WATER PAINTS

Opalite, 300 lb. bbls 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs....... 0 04½

WASTE (POLISHING)

Cream 0 16½

WASTE, WHITE WIPING

XXX Extra 0 15¼
X Grand 0 14¼
XLCR 0 13¼
X Empire 0 12¼
X Press 0 11¼

WASTE, COLORED WIPING

Fancy 0 10½
Lion 0 09½
Standard 0 08¾
Popular 0 07¾
Keen 0 06¾

WASTE, WOOL PACKING

Arrow ....
Axle .... Prices on
Anvil ....application
Anchor ....

WIPERS, WASHED COTTON

Select White ....
Dark Colored ...... Prices on
Mixed Colored ....application

This line subject to trade discount for quantity.

WAX Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 41
Johnsons 0 41

WHITING

Paris white 1 50
Plain, in bbls. 1 25
Gilders, bolted, in bbls. 1 40
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

DO YOU SELL "LINGERWETT"?

It's the labor-saving paint and varnish remover. It's quick-acting and it stays wet, making easy work for the user.

It's the Best Yet, This "Lingerwett"

Cleans quickly, without stickiness—Requires no washing—Never gums.

Remember that "LINGERWETT" is in a class by itself—it is not like other removers. It contains different ingredients and it stays wet—That makes all the difference in the world. If you've used the others, you know.

Manufactured only by

The Dougall Varnish Company, Limited, Montreal

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg $11 00
Shot, soft, per cwt., $13.00; chilled, $14.50; buckshot, $13.80; ball, $14.20.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AXES
H. B., 1 lb., $6.75 per doz.; 1⅝ lbs., $7.15; 2 lb., $7.40; 2½ lb., $8; 2¾ lbs., $8.25; 3, 3½ and 4 lbs., $8.50; H. B. Handled Axes, 2 lb., $8.50; 2½ lb., $10; 3 lb., 3½ lb. and 4 lb., $10.50; Black Prince Axes, unhandled, $8.50; Black Prince axes, handled, $10.75; Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.35; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING
Rubber, 60 and 10 p.c. off list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.10 per lb.; cut, $1.25 per lb.; rawhide, sides, $1.05; cut, $1.20.

BOLTS
Carriage, ⅜ and smaller, 42½ p.c.; 7-16 and larger, 27½ p.c.; machine, ⅜ and under, 42½ p.c.; 7-16 and over, 32½ p.c.; machine set screws, 55 p.c.; plough bolts, 32½ p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 70 p.c.; bolts, 65%; tire bolts, 45%; sleigh shoe bolts to ⅜, 37½%; 7-16 and up, 32½%.
Above prices under revision. See wekly report.

BORAX
Borax, per lb., 9c.

BUILDING PAPER
Tarred, 66 to 90c per roll, according to quality; plain, 44 to 76c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 75 p.c.

CHURNS
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4. $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 46c per lb. Tinned, 30c; Braziers' soft copper, 10-24ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 55 p.c.; Blacksmith, ½ in. round shank, 47½ p.c.
Eavestrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe. 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10 and 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½ p.c.

FIXTURES
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 14½c lb.; 125-lb. kegs, 15½c lb.; 10-lb. jugs, $1.85 each; 24-oz. bottles, $3.85 doz; 12-oz. bottles, $2 doz.

FERRULES AND RINGS
30 p.c. off.

FILES. Nicholson's, 57½ p.c.

GASOLINE
Printers' naphtha, bbls., 29½c per gal; $3.20 per case.

GALVANIZED WARE
Heavy pails, 10 p.c. off; light pails and heavy tubs, 17½ p.c. off.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate)
30% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 55 p.c.
Corrugated Strap Hinges—4, 95c; 5, $1.30; 6, $1.80; 8, $2.90; 10, $4.30; 12, $6.55.
Corrugated Tee Hinges — 4, $1.15; 5, $1.70; 6, $2.15; 8, $3.75; 10, $5.35; 12, $7.60.

HORSESHOES
Iron, No 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	7 70	7 25
28 Am. or 26 Eng.	7 50	7 00
26 Am. or 26 spec.	7 20	6 70
22 and 24	7 05	6 30
18 and 20	6 85	6 20
16 Am.	6 70	6 00
14 Am.	6 50	5 85

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz.	7 50

LEAD PIPE, $10.90. $11.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., $1.05; boiled, per gal., $1.08.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $5.25; cutter, $5.25.

NAILS
Wire, f.o.b. Fort William, $3.60 base; Winnipeg, $4 base. Cut, f.o.b., Winnipeg, $4.

NAILS, HORSE
Capewell, 10 per cent. off list.

NETTING. Poultry, 40 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square, small lots, 1c advance over list; case lots, net list. Hexagon, small lots, ¼c advance over list; case lots, ¾c off list.

OIL CANS.	Tin	Galvanized
½ gal., dome top	$2 14	$....
1 gal., dome top	2 81	4 25
2 gal., dome top	4 05	6 00
3 gal., dome top	5 20	8 65
5 gal., dome top	6 40	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $15; 13c lb. for less.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $5.80; ⅜, $5.66; ½, $6.62; ¾, $8.22; 1, $12.12; 1¼, $15: 1½, $17.50; 2, $24; 2½, $43.05; 3, $56.30.

IRON PIPE
Black, ¼ inch, $3.42; ⅜, $3.40; ½, $4.25; ¾, $5.10; 1, $7.46; 1¼, $9.50; 1½, $11.50; 2, $15; 2½, $27.30; 3, $35.70; 3½, $42.95; 4, $50.95; 5, $71.50; 6, $92.75.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb.; less, 46½c lb.

PLATES, CANADA
Half polish, 6-7 inch, $4.50; 8 inch, $4.75; full polish, 6-7 inch, $5.50; 8 inch, $5.75; Black sheets, $4.65; 8 inch, $4.90; Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 35 per cent.; copper, No. 7, 52c lb.; No. 8, 52c; No. 9, 53c; No. 10, 56c; No. 12, 60c.
Five-lb. assorted boxes, No. 8 gauge, 58c lb.; No. 10 gauge, 62c lb.
Copper Burrs, No. 7, 61c; No. 8, 62c; No. 9, 64c; No. 10, 66c; No. 12, 70c.

ROPE
Sisal, 14c base; pure Manila, 21½c base; British Manila, 17½c base; lath yarn, 13½c base; African hemp, 17½c base; cotton rope, 27c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 33 1-3 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 70%; flat head, 75%; round head, brass, 35%; flat head, brass, 37½%; coach, 60%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.	
10-12 gauge	4 30
14-16 gauge	4 25
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels (polished) Fox and Olds, $7.70; Bulldog and Jones, $9.05; Black, 50c per doz. less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $9.25; No. 8, $9.85; No. 10, $10.40. Jones socket scoops, Moose Scoops, No. 6, $10.12; No. 8, $10.65; No. 10. $11.17.

SOLDER
Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.75 at Fort William; $4.15 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $5.50; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool 11¼c base; spring, $4; machine, $4.50 base; tire, $3.65.

STEEL BLACK SHEETS
10 and 12 gauge, $4.30; 14 and 16 gauge, $4.25; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 75 per cent. off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	11 75
20 x 28 I.X.	14 00
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 90c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 25%+75c; full boxes, iron, 30%+75c.

WHITE LEAD
5-ton lots, $11.90; ton lots, $12.30.

WIRE, BARB
Lyman 4-point, $3.55 f.o.b. Fort William, $3.80 Winnipeg; Glidden Cattle, 2 pt., $3.40 Fort William, $3.65 Winnipeg; Baker 2 pt., $3.35 Fort William, $3.60 Winnipeg; Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.80; Winnipeg, $4.10; coil spring, No. 12, Fort William, $4.00; Winnipeg, $4.30; Plain galvanized, No. 9, $3.75 Fort William, $4.05 Winnipeg; No. 12, $3.95 Fort William, $4.25 Winnipeg.
Patented screen, in 100-ft. rolls, $2 per hundred sq. feet; in 50-ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN
$3.10.
Bale ties, 14 gauge, single loop, $4.75 Winnipeg; $4.35 Fort William.
Brass snare wire, per lb., 70c.

WIRE, ANNEALED
0-9, $4; 10, $4.06; 11, $4.12; 12, $4.20; 13, $4.40; 14, $4.30; 15, $4.55; 16, $4.70.

WIRE (STOVEPIPE)
18 and 19 gauge, 6½c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

WHEN A BUYER SAYS—

"I'm in the market for steel, iron, machinery or repairs, can you get me what I want?"—

that is your opportunity, Mr. Dealer, to

Make a Satisfied Customer and a Nice Profit Besides

Think and talk of our big shops, expert engineers and machinists as "our" (including yourself) not as "their." Let us help you realize how true this is. Our quotation on your next job will speak louder than what we say here.

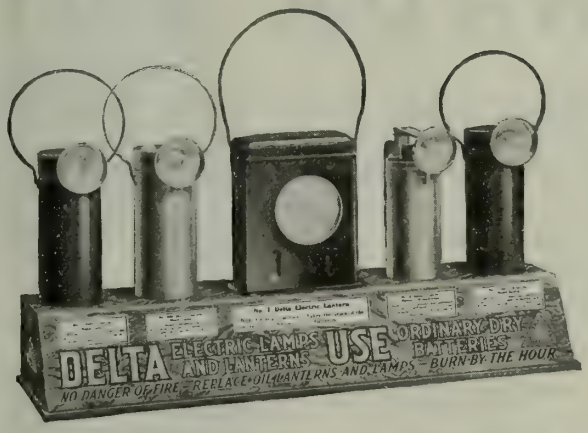
If you are not receiving our monthly Stock List regularly, please tell us.

The

Manitoba Bridge & Iron Works, Ltd.

Winnipeg, Manitoba

DELTA ELECTRIC LAMPS



DELTA ELECTRIC LAMPS

A LAMP FOR EVERY PRACTICAL PURPOSE

Delta Lanterns are made under the most favorable conditions, out of the very best materials, by the highest grade workmanship — branded with the name DELTA to protect ultimate users, dealers and jobbers against rank infringement.

INDISPENSABLE TO FARMERS, WATCHMEN, DELIVERYMEN and all persons having use for a reliable, cheap and efficient light.

THEY BURN FOR HOURS ON AN ORDINARY DRY CELL.

THE MAINER ELECTRIC CO., LIMITED

61-63 ALBERT STREET, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

To Help You Sell More Paint

Every Canada Paint Agent has received our big "broadside" illustrating dealer helps that will enable each to sell more

CANADA PAINT

Send for those that you need **now**—"link up" your store, thoroughly but not wastefully, with our big Consumer Campaign and get your share of the profits.

To-day is the day to
"Get Out and Get Under."

The Canada Paint Company, Limited

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

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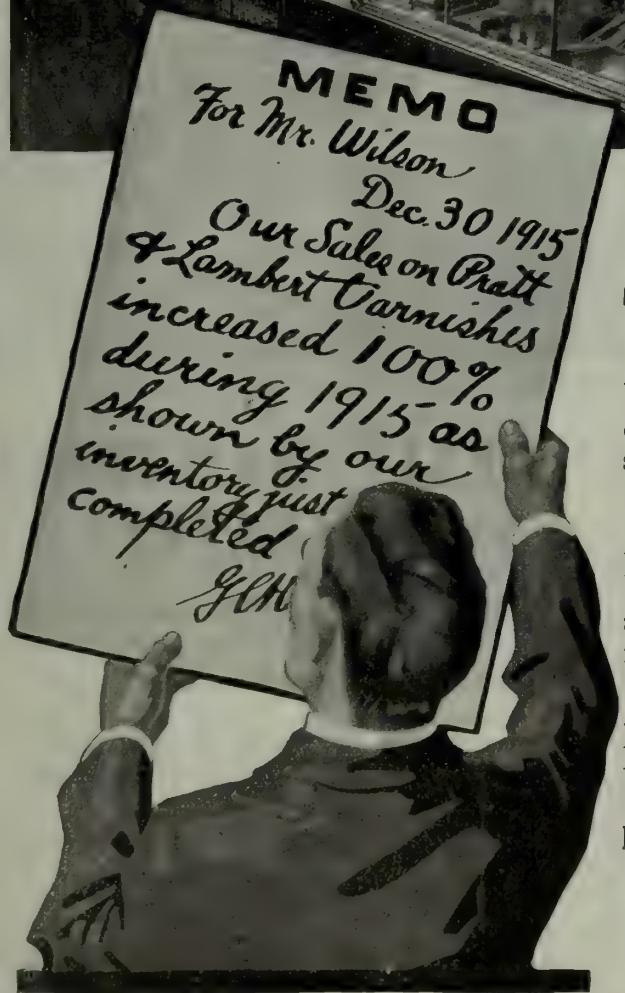


100% Sales Increase on Pratt & Lambert Varnishes during 1915

THAT'S the result of last year's business on Pratt & Lambert Varnishes in the store of W. A. Wilson & Sons, Wheeling, W. Va. When you consider that they are carload buyers, "100% sales increase" means something! The sales of Vitralite, "61" Floor Varnish and "38" Preservative Varnish ran way ahead of any other similar products that the Wilson people ever handled. Mr. Wilson credits this result to Pratt & Lambert advertising, which makes the varnishes of real quality known to everyone.

Why not buy some "ready-made" sales when you buy varnish? You can do it by handling Pratt & Lambert Varnishes.

Write for Complete Pratt & Lambert Dealer's Proposition.

Pratt & Lambert-Inc.
Varnish Makers 67 Years
24 Courtwright St., Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

If interested, tear out this page and keep with letters to be answered.

A FEW HOURS TIME
Netted Him $13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him $13.75 in Cash. We paid Mr. Rundle better than $1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the **few** instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily **be duplicated** in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

The MacLean Publishing Co. Limited

143-153 University Ave.

TORONTO CANADA

THE STABLEMAN KNOWS

that a broom or brush that holds its bristles saves him both time and money. But even more important is the fact that the bristles grip the dirt and fetch it all out. That is why

"KEYSTONE" HORSE and STABLE BRUSHES

are so popular. The Keystone line includes about everything that is needed in the way of horse brushes—every one is about the best that can be made.

WRITE FOR PRICES, ETC., TO

STEVENS-HEPNER CO., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

"IDEAL" FARM FENCE AND GATES

are sold to the farmer through the dealer only. If you have not ordered your Spring's fencing requirements, write for the

"Ideal" Special Spring Fencing Proposition

"THROUGH-THE-DEALER"

"SHIP-DIRECT-TO-THE-FARMER"

No investment--No handling—No collections, but still you get the fence business.

A postal will bring our proposition, which is bound to be of interest to you.

The McGregor Banwell Fence Co., Limited

WALKERVILLE, ONTARIO

If interested, tear out this page and keep with letters to be answered.

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE

M & S 1852

Meakins Quality

MAKES STEADY CUSTOMERS OF THE BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY THAT ASSURES EASY MANIPULATION AND THERE ARE NO FALLING BRISTLES TO AGITATE THE USER.

Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses : Winnipeg, London, Toronto, Montreal.

Bluestone

98% pure. Barrels 450 lbs.

Sulphur

99% pure. Bags 100 lbs.

English Galvanized Poultry Netting

Size 1-in., all sizes 12-in. to 48-in.
Size ½-in., all sizes 18-in. to 36-in.

WRITE FOR PRICES.

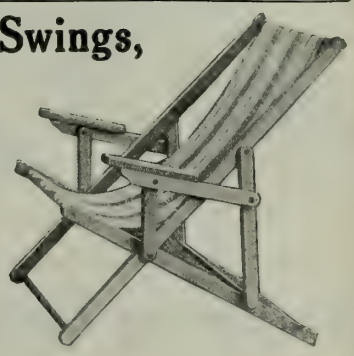
E. Fielding & Son

34 Front Street West, Toronto

You'll need Lawn Swings, Lawn Chairs, Camp Stools, Etc., this Spring

Make it "SAFETY FIRST" in the buying of these goods by ordering

The Stratford Line

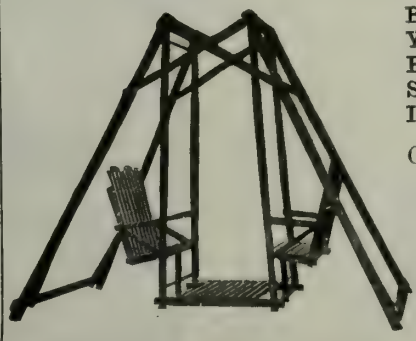


No. 17—LAWN CHAIR

Its quality, finish and appearance are equal to the best, and our prices are very reasonable.

BETTER BOOK YOUR ORDER EARLY TO ENSURE NO DELAY IN DELIVERY.

Catalog on request.



ONTARIO LAWN SWING

The Stratford Mfg. Co., Ltd.
Stratford, Canada

If interested, tear out this page and keep with letters to be answered.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite-Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

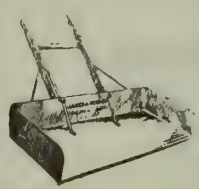
TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.



Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Name Plates

Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

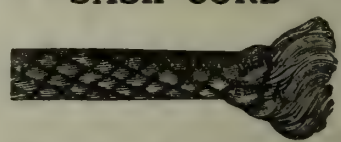
F. W. Lamplough & Co., Unity Bldg., Montreal

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto

ASSIGNMENTS COLLECTIONS

Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

Lightning Rods

for

CHURCHES
SCHOOLS
CHIMNEYS
RESIDENCES
BARNS
ETC.

ALL PURE COPPER.

Insurance rates are reduced on churches where these lightning rods are installed. Write for particulars and prices.

We have a good agency proposition.

JOS. LEPROHON
408 Park La Fontaine. MONTREAL

DREADNOUGHT BRAND

BRITISH PAINT SPECIALTIES
BEST FOR EVERY PURPOSE
W.B. BATE & COMPANY, TORONTO, CANADA

This space would cost you only $2.10 per issue for one year.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

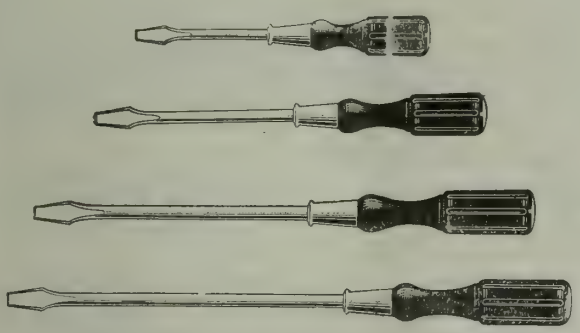
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **strength** and **durability.** **Blade, Shank and Head** are of one piece of steel.

The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN CANADA

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

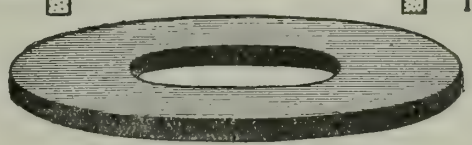
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

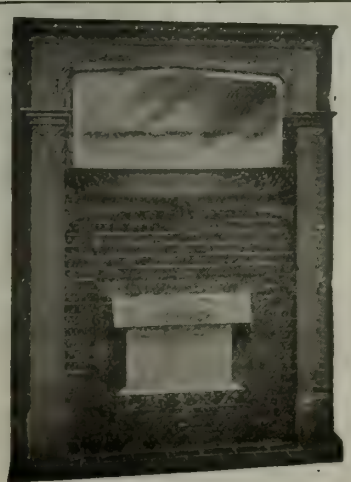


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

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Aluminum
British Aluminium Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.

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Dominion Cartridge Co., Montreal.
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L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
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Axes, Safety, Pocket and Camp
Marble Arms & Mfg. Co., Gladstone, Mich.

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Canada Metal Co., Toronto.
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Marble Arms & Mfg. Co., Gladstone, Mich.

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Laidlaw Bale-Tie Co., Hamilton, Ont.
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The Steel Co. of Canada, Ltd., Hamilton.

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National Machinery & Supply Co., Ltd., Hamilton.

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Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Canada Steel Goods Co., Hamilton.
Cushman Motor Wks., Ltd., Winnipeg.
Richards-Wilcox Co., Ltd., London, Ont.

Barn Equipment
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Bath Room Fittings
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Mainer Electric Co., Ltd., Winnipeg.
The Maytag Co., Ltd., Winnipeg.

Belting
Canadian Consolidated Rubber Co., Montreal.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
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The Maytag Co., Ltd., Winnipeg.

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Andrew B. Hendryx Co., New Haven.

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Universal Sales Co., Montreal.

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Russell, Jennings Mfg. Co., St Catharines.

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London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Box Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping
The Stanley Works, New Britain.

Box Hinges and Locks
The Stanley Works, New Britain.

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Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brakes Wks., Chatham.

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Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Stevens-Hepner Co., Port Elgin.
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Boeckh Bros. Co., Toronto.
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Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New Britain.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Howland, H. S., Sons & Co., Toronto.
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Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
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Chicago Spring Butt Co., Chicago.

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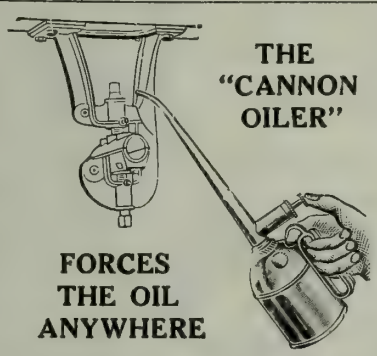

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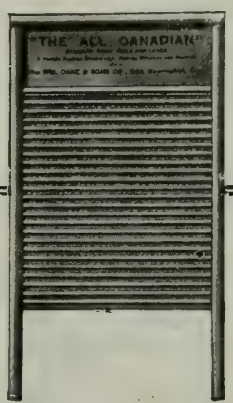

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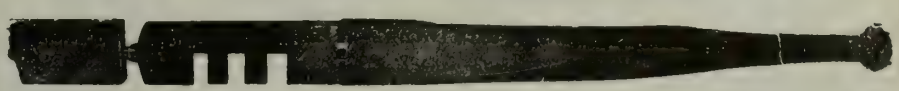

To be obtained from Dealers in Glass Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Grinders, Grain
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Grinding Compound
The Carborundum Co.

Guns
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.

Gun Implements and Oil
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Hame Fasteners
Imperial Mfg. Co., Welland, Ont.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.

Hand Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Lanterns.
Interstate Electric Novelty Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain.

Hardware, Metal Window
The Stanley Works, New Britain.

Harvest Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Hay Wire
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Heating Drums
Collins Mfg. Co., Toronto.

Hinges
Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.

Hoisting and Conveying Machinery
Cushman Motor Wks., Ltd., Winnipeg.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hollow Handle Tool Sets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hooks
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire
The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.

Hooks, Hat and Coat.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horns, Automobile.
Universal Sales Co., Montreal.

Horseshoes and Nails
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.
R. Bird & Co., Crewkerne, Eng.

Hot Plates
Collins Mfg. Co., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Implements, Farm.
Eureka Planter Co., Ltd., Woodstock, Ont.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Wks, Ltd., Winnipeg.

Iron and Steel Bars
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pipe
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Ironing Boards
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
W. R. Bate & Co., Toronto.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Geo. Wostenholm & Sons, Sheffield, Eng.

Knurling Tools
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor,
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lamps, Electric.
Basters, Jackson Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.

Lanterns
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Lanterns, Gasoline
National Stamping & Electric Wks., Chicago, Ill.

Latchets
The Stanley Works, New Britain, Conn.

Lawn Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Stratford.

Lawn Swings
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio
Schultz Bros. Co., Ltd., Brantford
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Turpentine Producers Agency, Toronto.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winipeg, Man.

Lockers
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos. & Co., Pembroke, Ont.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Medicine Cabinets
Schultz Bros. Co., Ltd., Brantford.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.

Motor Boats.
Evinrude Motor Co., Milwaukee, Wis.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Motors, Canoe
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Universal Sales Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal.

Oil Cake.
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Fences and Gates
Banwell-Hoxie Fence Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance): 2c per word first insertion, 1c per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A GOOD SALESMAN CALLING on hardware dealers and painters, also a good railroad salesman, to take a well-known paint specialty line on commission. All enquiries treated confidential. Apply Box 260, Hardware and Metal. (tf)

WANTED — BY MAN WITH THOROUGH knowledge of hardware and paints, to represent firms on commission in one of the best districts of Eastern Canada. Enquiries addressed "Commission" care of this paper will bring full particulars. (15)

WANTED — A FIRST-CLASS HARDWARE clerk—one capable of taking charge of a retail store in a western city; must have a good personality, steady and thoroughly reliable; married man preferred. Reply, stating age, experience, nationality and salary required, to Box 275, Hardware and Metal, Toronto. (18)

WANTED — AT ONCE — A FIRST-CLASS hardware salesman for retail store; must be capable and aggressive, able to handle any class of trade; also another salesman with two or three years' experience. Apply Bond Hardware Co., Guelph. (15)

WANTED—A LINE TO HANDLE ON COMmission for the Provinces of Alberta, Saskatchewan and British Columbia by well-established firm who has the very best of representation. Line must be an all-round-year seller. Can guarantee very best results. Apply to Box 276, Hardware and Metal. (18)

WANTED — A GOOD, LIVE, ENERGETIC young man as clerk in retail hardware; one with two or three years' experience preferred. Apply to the Love Hardware Co., London, Ont. (15)

FOR SALE

FOR SALE — GENERAL HARDWARE IN best farming and manufacturing district of New Ontario. Only reason for selling is poor health. Stock $10,000. Will accept special rate and good terms for quick sale. Apply L. C. Wideman, Charlton, Ont.

FOR SALE—HALF INTEREST IN HARDware business in a fast growing suburb of Toronto. A fine opportunity for a progressive young hardware man capable of managing store. Will sell outright if desired. Apply Box 272, Hardware and Metal. (13)

FOR SALE — HARDWARE BUSINESS IN Southern Saskatchewan, in one of the best wheat growing districts in the province. Town has three elevators, and good territory to draw from. No opposition. Good store that can be rented cheap. Stock and fixtures, about $3,500.00. Owner has another store, and cannot look after the two. Apply to Box 270, Hardware and Metal. (16)

HARDWARE STOCKS AND GOOD-WILL of the late Frank A. Child. Business well established in Cochrane and Matheson, two of the most promising towns in Northern Ontario. Stock at Cochrane $10,000.00; store and dwelling, with all conveniences, $5,000.00. Stock at Matheson, $5,000.00; stock, store, land and other buildings being sold for $7,000.00 for quick sale. Apply Estate of Frank A. Child, Box 18, Cochrane, Ont. (17)

FOR SALE—SET OF TINSHOP TOOLS IN good working order, also saw table pulleys and shafting. Morgans Supply House, London. (15)

FOR SALE — ESTABLISHED HARDWARE business. Excellent site in West End of Toronto. Both residential and factory districts to draw from. Stock about $4,000. Must sell on account of continued ill-health. T. E. Hoar, 1760 Dundas St., Toronto. (15)

FOR SALE — FIRST-CLASS HARDWARE and tinsmithing business in good progressive Ontario city. This is a good clean stock. Best reason for selling stock and fixtures. About $6,500.00. Apply Box 273, Hardware and Metal. (16)

FOR SALE.—HARDWARE BUSINESS IN Saskatchewan, on main line C.N.R. 300 miles from Winnipeg. $1,500.00 will handle stock. Buildings and dwelling for sale or rent. Average sales about ten thousand. No opposition of any kind. H. Deacon, Invermay, Sask. (15)

MISCELLANEOUS

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DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

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There is a good demand for a reliable, inexpensive Sprayer. Meet this demand and give your customers that come-back satisfaction. You can do this with the

EUREKA Glass Tank Sprayer

The receptacle of this Sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover. The pump cylinder is made from L. X. tin and is considerably longer than the ordinary glass tank Sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service. This Sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock.

Our prices are in your favor and our quality pleases customers. Let us send you our descriptive catalogue. Write—

The Eureka Planter Co.
LIMITED
WOODSTOCK, ONTARIO

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Give a Service beyond expectation.

When a man buys a file he naturally expects a good measure of service in return for his money.

If the files you sell him are disappointing, he loses confidence in you and you lose his patronage in this and other lines as well.

Take no chances of losing trade — sell Delta Files to everyone.

The keen cut and durability of Delta Files have made them popular everywhere.

We have very effective advertising matter that we supply free to all Delta Agents. This material greatly assists in the getting of new customers.

TRADE MARK
DELTA

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CANADIAN AGENTS:
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Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS

CLASSIFIED LISTS OF ADVERTISEMENTS

Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.
Darling Bros., Ltd., Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display.
R. M. Bowser & Son, Renfrew, Pa.

Ranges
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Rasps
Delta File Works, Philadelphia.
Henry Disston & Sons, Toronto.

Razors
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wolstenholm & Son, Sheffield Eng.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.
Schultz Bros. Co., Ltd., Brantford.

Roofing
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies
Bird & Son, Hamilton.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Roofers Supply Co., Ltd., Toronto.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Saws, Circular
Henry Disston & Sons, Toronto.

Saws, Hand
Henry Disston & Sons, Toronto.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Doors and Windows
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wolstenholm & Sons, Sheffield, Eng.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto. Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works, London, Ont.

Shock Absorbers
Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware
Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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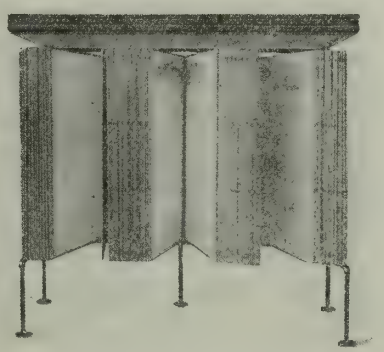

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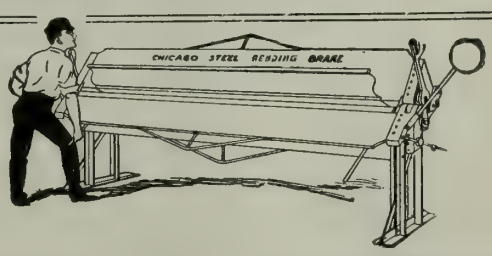

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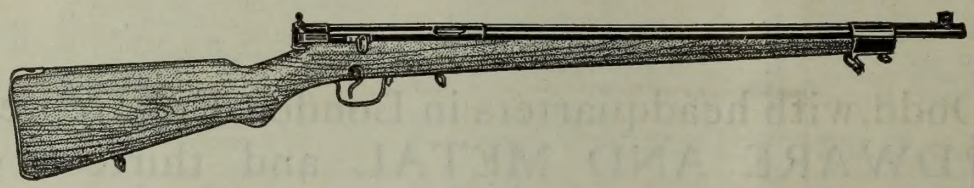

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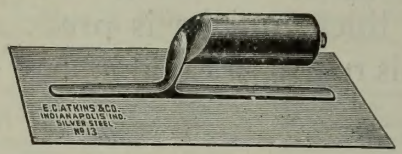

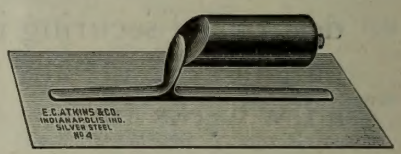

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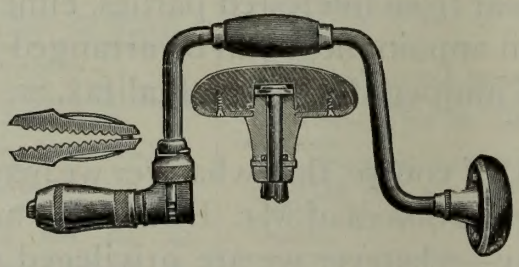

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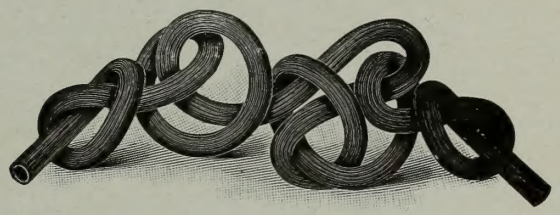

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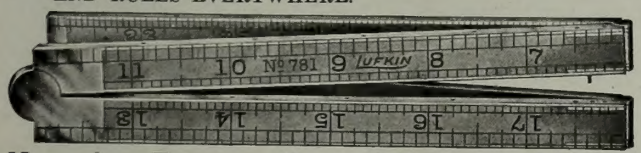

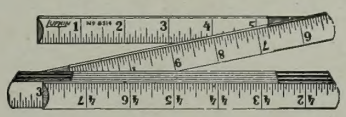

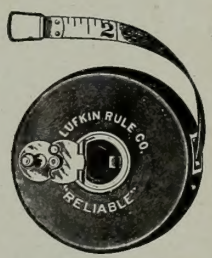

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